



## **Eduserv Unveils £25m of Cost Savings for the Education Sector via Shared Service**

*Figures Reinforce Recent Reports from Economist Intelligence Unit (EIU) and National Audit Office (NAO) on the Benefits of Shared Services in the Public Sector*

**Bath, 30<sup>th</sup> November 2006** – Eduserv, the not-for-profit IT services group serving the public sector, today announces that its software and information licensing service, Chest, has generated an estimated £25m of savings for the education sector in the financial year August 2004 to July 2005<sup>1</sup>. 97% of universities and colleges in the UK benefit from at least one Chest agreement.

Eduserv negotiates and manages preferential licence terms for commercially available education and research resources in the UK and Ireland. These resources include abstracts, journals, software and courseware.

Peter Walker, Director of Chest, comments: “Recent reports by the NAO and the EIU champion shared services as a means of reducing costs in the public sector. Chest is a perfect example of this – £25m represents just one year of cost savings for the education sector – a saving that has a dramatic and positive impact on an Institution’s ability to access the best possible resources within very tight budgets. Chest agreements also reduce the burden of complex negotiation and licence management for individual institutions.”

In its report to Parliament, the NAO draws on work from the Office of Government Commerce to identify how modern procurement processes improve the capacity of further education colleges to make savings.

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<sup>1</sup> The saving of £25 is based on a comparison of the price at the time of negotiation and the post-negotiation price for a sample of 31 agreements. This figure has then been averaged by the number of licenses purchased by the sector and multiplied by the total number of licenses handled.



Similarly, the EIU survey found that 54 per cent of public sector respondents used a shared service model, with 16 per cent expecting to introduce shared services within the next three years.

“There is a real discrepancy between the budget constraints of organisations operating in the public sphere and the cost of the many indispensable resources they need,” says Walker. “We are aiming to increase the savings our shared services offer to these institutions, whilst building positive, fruitful relationships with the suppliers of these resources.”

Sandra Stafford, from the Natural Environment Research Council and a Chest user comments: “We received improved terms and conditions on the agreements we were interested in and approximately 50% discount compared to other quotes.”

Eduserv negotiates licences for educational institutions in the UK and Ireland and currently provides preferential terms and conditions for around 4000 products from 80 suppliers via Chest agreements.

Examples of publishers benefiting from Chest include Emerald, who recently increased the number of titles it makes available through the scheme; and Maney Publishing, who recently announced agreements with four leading UK universities for its online journals.

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### **Notes to Editor**

For more information on Eduserv, please visit: [www.eduserv.org.uk](http://www.eduserv.org.uk)

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