

BiP Solutions and Spikes Cavell create new partnership

BiP Solutions Ltd and Spikes Cavell & Co are pleased to announce a new strategic partnership between the companies in order to deliver a range of new and joined-up services to both buyers and suppliers in the public sector procurement community.

The range of services include spend/supplier analysis, supplier accreditation and market intelligence tools. The partnership plans to offer these services to existing clients and communities as well as develop new commercial offerings to the market.

Spikes Cavell is the leading provider of spend intelligence solutions to the public sector. More than 500 UK public sector bodies have selected Spikes Cavell to provide analytical support in their drive to identify and deliver procurement-related savings.

BiP Solutions is one of Europe's leading providers of public sector procurement solutions. More than 500 UK government organisations use BiP Solutions' services to create and manage their contract information.

BiP Solutions and Spikes Cavell believe that the strong synergies between their client bases and services can deliver exceptional benefits to both businesses and their customers. The strategic partnership will allow each company to offer clients better value for money, by enabling their respective client bases to access products provided by both BiP Solutions and Spikes Cavell.

Commenting on the partnership, Ron Burges, CEO of BiP Solutions, said: "We are delighted to enter into this strategic partnership with Spikes Cavell, a highly respected provider of spend analysis and related services to the public sector.

"I am confident that this alliance will be beneficial to both our companies and clients, providing them with a comprehensive one-step approach to supplier sourcing and spend analysis."

Luke Spikes, CEO of Spikes Cavell & Co, said: "The combination of BiP's and Spikes Cavell & Co's products, services and market positions is a compelling platform from which to drive the creation of new solutions to meet the increasingly sophisticated sourcing, analytical and performance monitoring needs of our respective customer bases."

About Spikes Cavell

- Newbury, Berkshire based Spikes Cavell Analytic Ltd was established in October 2003 and has grown rapidly to become the market leading provider of spend intelligence solutions to the public sector in the UK
- www.spikescavell.net

At the heart of Spikes Cavell's solution lies the **Observatory** – an online database that contains detailed expenditure data (substantially enhanced and extended) of hundreds of local authorities, universities, NHS trusts and other public sector bodies nationwide. At present the **Observatory** provides instant online access to **2,430,496** creditors, financial transactions worth more than **£64.6 billion** and **41,905,347** invoices.