

Derek Fairhurst

PostalAudits

Contracting

- Direct or Via Intermediary/Broker
 - Pros & Cons
 - Innovative Contracting

Direct?

- Why are you thinking of switching?
- How good are you at negotiating
- Time/expertise
- Resource
- Managing suppliers
- How difficult can it be?

Innovative Contracting

- Service providers keen for direct contact
- Management information
- Flexible invoicing
- Term contracts
- Performance related elements