

Case Study: Cannon Hygiene

THE BACKGROUND

Cannon Hygiene is part of OCS Ltd, the largest privately owned property support services company in the UK. Cannon Hygiene Limited, the only integrated national provider of all washroom services, is recognised as a market leader, employing over 2,000 staff, of which 1,600 are service personnel. The company provide single or multiple service solutions for a range of companies, from small private businesses through to blue chip multi-site national contracts.

In addition, Cannon have very strong links with the public sector, providing services to councils, schools and hospitals. As more and more of their public sector customers are adopting e-procurement systems to take advantage of the associated cost savings, Cannon wanted to ensure their business was aligned to trade electronically.

THE SOLUTION

Being without a website capable of accepting online orders from their public sector customers, Cannon turned to @UK PLC. Within days, @UK created a fully enabled e-commerce website which would link seamlessly into the e-procurement systems of their public sector customers.

In addition to accepting orders from its public sector clients, the website also allows online orders to be taken from all of Cannons other customers.



THE BENEFITS

We decided to set up a website with @UK to continue our longstanding relationships with our public sector customers and to take advantage of the mutual benefits trading electronically brings. We believe trading electronically will allow clients to order washroom services quickly, efficiently and be cost effective. In turn, Cannon Hygiene can install services quickly, thereby allowing clients to adhere to their Health & Safety obligations.

Also in setting up an @UK website, we automatically become part of the @UK marketplace which comprises of thousands of other businesses. We hope this exposure will provide us with new business opportunities.

Doug Gaunt - Contracts Manager

CONTACT

Supplier Advisor Team

0870 486 6006

advisors@ukplc.net

LINKS

http://websites.ukplc.net/cannon_hygiene

www.ukplc.net