

## Case Study: Safety Surfaces Ltd

### THE BACKGROUND

Safety Surfaces Ltd has been trading for the past 6 years, operating out of South East England. The company are specialists in the laying of cushioned floor surfaces suitable for both indoor and out door applications, from swimming pool surrounds to garden patio's and children's playgrounds. They also supply and lay all forms of Astro turf.

In addition to fulfilling contracts to private customers across the UK and Europe, Safety Surfaces also provide their services to public sector customers such as St Albans District Council. After learning that their public sector customers would be implementing e-procurement systems in conjunction with @UK PLC, Safety Surfaces Ltd wanted to ensure they could trade electronically.

### THE SOLUTION

Safety Services were new to the concept of trading electronically. However, after a short conversation with an @UK PLC advisor, all their uncertainties and questions regarding electronic trading were answered and were advised on the next steps they would need to take.

Within a matter of days, the company was set up with an @UK e-commerce website, linking directly into the e-procurement systems of their public sector customers.



### THE BENEFITS

After learning about the public sector's move towards e-procurement and trading electronically, we wanted to ensure our company would not miss out on future business from our current council customers. We know of many companies within the building industry who are on the @UK marketplace and felt that this was a great way to expose our business and services to other public sector customers. In addition, as we did not previously have a website, having a presence on the web now enables us to present ourselves to other prospective private businesses and end customers.

**Jim Baird - Company Director**

### CONTACT

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### LINKS

[http://websites.ukplc.net/safety\\_surfaces\\_ltd](http://websites.ukplc.net/safety_surfaces_ltd)

[www.ukplc.net](http://www.ukplc.net)