

# Frequently Asked Questions

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# Frequently Asked Questions

## What is this?

This service is an innovative online buying platform. Buyers put on items they are looking to buy and either view Deals previously requested by other buyers or broadcast new requests to competing suppliers.

## What do you mean by Deal?

This is a quotation sent to another buyer that has been marked by the supplier as 'anyone else can use this'. We call this type of quotation a Reusable Deal because you benefit from any negotiations that have taken place by the original Buyer. If a Reusable Deal is available and the quotation is appropriate then you simply put on your own quantities and create a quotation for your self. At that point, it is as if the supplier sent you that quotation and you can manage it how you like.

### Reusable Deals are great because:

- You get an instant response to 'What are you looking to buy?'
- You benefit from any previous negotiations the originator may have conducted.
- You get to see what other specifications and models others are currently been requested.
- You may get inspiration from others in how they have approached what they wanted to buy especially for some users who may be less knowledgeable than others on certain products.
- You can have confidence if others have used this quotation and this supplier before.
- It's easy to use.

## What if I can't see any Deals?

A Deal isn't just a supplier offer with unlimited shelf life, it is a quotation given to a genuine Buyer like you that may well have been negotiated and is time limited. Some categories will have far less available than other categories. But don't worry, if no Deals are available just create a new request and broadcast to the suppliers in real-time!

## Is the service free?

Yes. We take a small fee from the supplier which is why we only ask you to tell us at the end who, if any you awarded the business to. Without this, there wouldn't be a service.

## What does 'What are you looking to buy?' actually mean?

You can request any product or service for you or your company are looking to buy. Some products are better suited than others and as suppliers are added all the time, some categories have more suppliers than others. Our aim is to get more suppliers on areas most requested.

When you submit a product or service from 'What are you looking to buy?' you will be shown any available Reusable Deals and a button to request your own quotations from suppliers.

## What is to stop me not telling you which supplier has been awarded?

Nothing. We will loose one lot of commission and the supplier will loose the potential for many new customers as an awarded quotation marked as a 'Reusable Deal' carries much more weight and is seen by more people wanting the same or similar product than one not awarded.

We will also be introducing a 'loyalty' scheme in a future update where you will be able to earn points for the total value of each awarded quotation. You can start earning the points straight away as it will be back dated from your registration date.

# Frequently Asked Questions

## **Do you have any special relationships or preferences with certain suppliers and their products and services?**

Absolutely not. If we had anything of this kind suppliers would very soon lose confidence in the service and we would have no service for you. Our service has been running very successfully in the UK education sector since 2004.

## **Do you use any of the data generated by the system such as selling it to third parties in order to analyse buying trends etc?**

We do not sell any data to anybody. If you access the service via a partner site, that partner is entitled to see limited information about its users. This information (to our partner site) is aggregated non-personal information unless otherwise clearly stated in the terms and conditions.

## **Who are we?**

Since 2004, we have provided an award winning service to the UK Education sector and have worked closely with schools, Local Authorities and the Department for Children, Schools and Families. **Buy focus** builds on a similar service to that of our schools Intelligent Buying Community.

In 2007, the service was awarded a prestigious [Supply Management Award](#) when schools from Wiltshire used it as their platform for purchasing online. In July 2009 the County's work was also showcased in an [Audit Commission report](#) on economy and efficiency in schools.