



# Tail Spend Solution

Power to your procurement



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## What is tail spend?

Tail spend refers to money spent on products that are often low volume and low value, which organisations usually buy to meet a specific, short term need and are unlikely to buy again or in the near future.

For example, a headteacher might buy 20 high vis vests and 30 traffic cones every 3 years, or a local authority might purchase camera equipment for a one-off project – both of these purchases would be considered tail spend.

## What is the Tail Spend Solution?

Our Tail Spend Solution provides public sector organisations with products classified as tail spend, giving them access to a diverse supply chain. By providing an end-to-end management service, we can help you control your tail spend quickly and easily.

There are 2 suppliers on this agreement, Unite (Mercateo UK limited) and OT Group limited. Each supplier has their own buying platform which will provide you with a digital solution for controlling your tail spend.



## Why use the Tail Spend Solution?

Tail spend is severely under-managed, costing the public sector millions of pounds every year. These purchases are often not visible until it appears in an organisation's end of year accounts and can

cause significant budget pressures if not controlled. Our Tail Spend Solution can help you get on top of this spending with competitive pricing and a compliant route to market.

# What are the key benefits of the Tail Spend Solution?



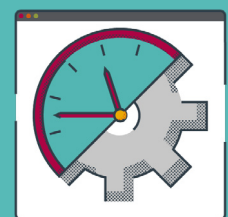
**Ease of use:** providing a consumer 'marketplace' style solution through our easy-to-use digital buying platforms.



**Account curation:** enabling organisations to set up their user base in line with their current commercial management requirements and approval structure.



**Social value focus:** customers can filter product searches based on social value criteria such as vendor locations and sustainable products.



**Efficiency savings:** organisations can spend less time on invoicing and quotations, improve their spend data, and inform their commercial strategy in the long run.



## How can I find out more?

**Our team of experts are here to support you.**

**To get in touch**

**Email us at:** [tailmanagement@crownccommercial.gov.uk](mailto:tailmanagement@crownccommercial.gov.uk)

**Call us on:** 0345 410 2222

You can learn more about the Tail Spend Solution by visiting our framework page:

[crownccommercial.gov.uk/tailspond](https://crownccommercial.gov.uk/tailspond)

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