

## CLIENT WANTS HELP WITH TECHNICAL PROCUREMENT



“Newalta is now using Graycon’s Procurement Services on a regular basis for the majority of our IT Infrastructure purchases. We are very pleased with their service, communication, expertise and efficiency.”

Bert Jamault,  
Manager Infrastructure

***Configuration***  
***Fast Turnaround***  
***Competitive Pricing***

### CHALLENGE

Newalta is a Calgary-based, nation-wide provider of cost-effective solutions to industrial customers to improve their environmental performance with a focus on recycling and recovery of products from industrial residues.

Although Newalta maintains both competent IT and procurement teams, they were spending a great deal of time on determining what to purchase and from where.

### SOLUTION

A procurement agreement was reached allowing Newalta to directly engage the Graycon Purchasing Group - a team of procurement specialists:

Working with Newalta to gather business and technical requirements, the Graycon Purchasing Group advises on optimal configurations and purchasing solutions, as well as providing multiple sourcing options to ensure as needed deliveries. Newalta also benefits from Graycon’s high level partnerships with a large variety of major manufacturers, allowing for product-agnostic best of breed product selection and unbiased solutions.

### RESULT

Newalta has been able to help optimize and further enable their IT Operations with this solution, benefitting from:

- Faster turn-around of quotes and orders.
- Expertly configured solutions
- Reduced staff time spent on product selection
- Total cost savings
- Broader product selection
- Solutions aligned to business and technical requirements