

# Clandon Regis Golf Club



## Case Study

Clandon Regis Golf Club is situated in West Clandon, Surrey. Designed by David Williams, for many years consultant architect to the European Tour, Clandon Regis was opened in 1994. The Club quickly attained championship status and hosted the final of the PGA Southern Professional Championship in 1995 and 1996. In addition to the fine golf course, there are comprehensive practice facilities, including a full length driving range with practice bunker.

### Initial Savings

Clandon Regis has been a member of ipa since October 2005 when a 3663 account was opened under ipa's supplier terms.

ipa had previously conducted a detailed price benchmarking analysis comparing the Club's current invoice charges. This analysis found that cost savings were achievable by switching to ipa's negotiated prices with 3663, saving the Club approximately £1600 every year.

### Ongoing Support

ipa has always offered ongoing support to Clandon Regis in the form of regular customer service calls. This is an ideal opportunity for the Golf Club's management to highlight any supplier issues.

In addition, ipa's Key Accounts Co-ordinator, Clare Ware, carries out a regular review of the Club's top 100 purchases, with any relevant items transferred onto ipa's 'power pricing' terms, giving the Club even greater savings on their key spend items.

Ian Hooke, Head Chef at the Club was recently quoted as saying:

"At Clandon Regis we have used ipa for a number of years and have greatly appreciated the time and effort that's put in on our behalf to reduce costs.

Clare as a consistent point of contact is brilliant, always helpful, thorough and cheerful."