

# LONDON METROPOLITAN NETWORK

**Aggregation and  
Partnerships for best  
value IT Services**



LONDON  
METROPOLITAN  
NETWORK  
*Higher. Further. Faster.*

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Director of IS Division  
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LONDON  
METROPOLITAN  
NETWORK

**InTechnology**  
Managed Services

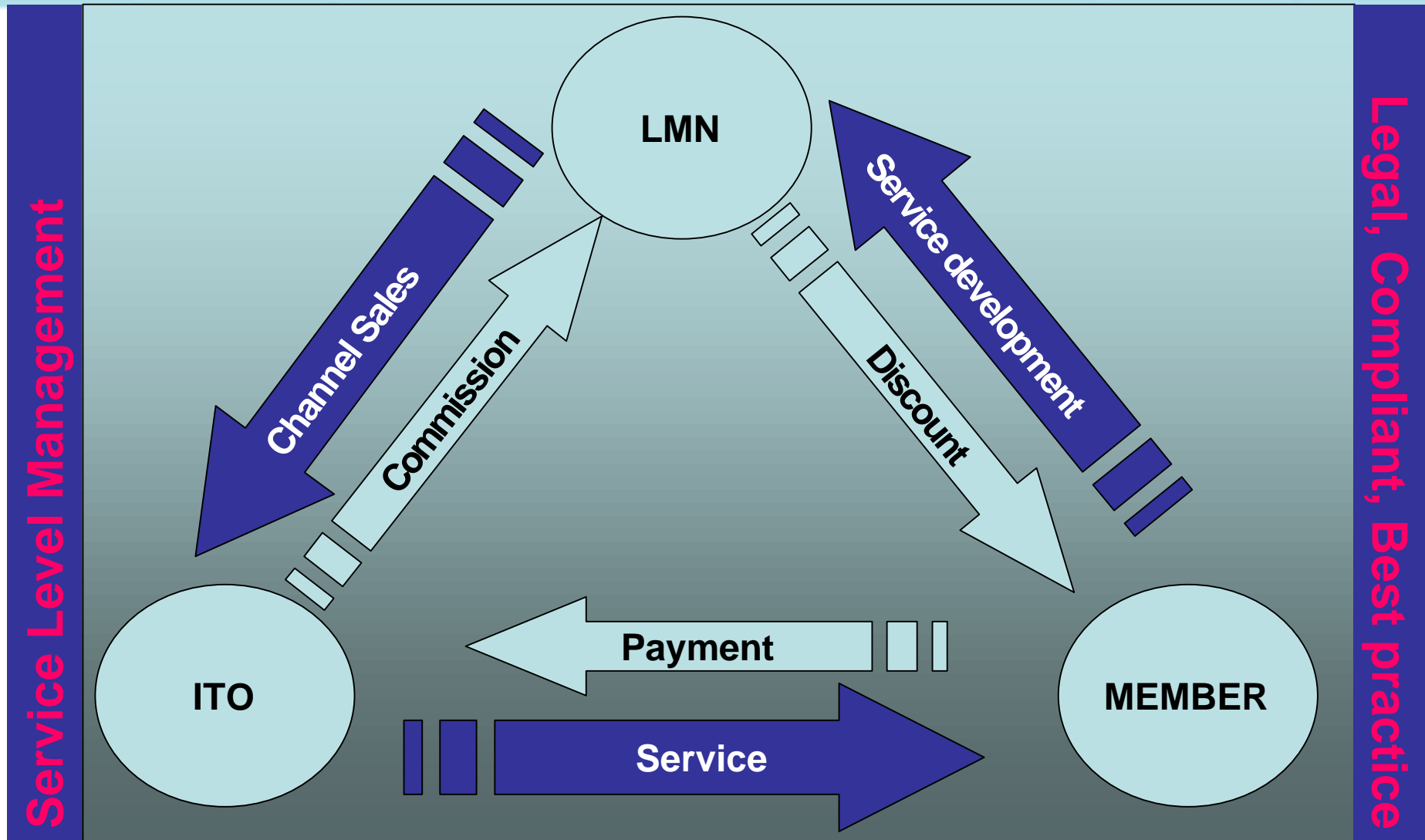
# What are London's special factors

- Largest concentration of academic institutions in the UK
- Geographically close and connected by one network
- London is seen by suppliers as an important sales region
- London academic institutions have strong brands and are valuable global reference sites

# Why Collaborate ?

- Economies of scale - Internal
  - technical assessment
  - managerial ...procurement and operational
  - financial ...lower TCO
  - service orientation and focus
- Economies of scale – External
  - supplier labour - skills and staff training
  - supplier operations – 24x7, performance
  - supplier manages all risks
  - supplier funds R&D in order to remain competitive
  - verifiable best practice

# Innovative Contract Model



# Suppliers welcome aggregation

- Reduces cost of sale
- Reduces sales cycle time
- Increase in scale
- Business case is more easily understood by all parties
- Contractual efficiencies
- Operational efficiencies

# LMN can aggregate demand and act as a focal point for suppliers

- LMN is significant - 100 + educational establishments and growing
- Members are significant - collectively serving 1 million staff & students in Greater London
- Suppliers find our community complex and difficult to engage with efficiently
- LMN can act as the gateway