

insight hub



All of our added value services in one place to help you improve your business, make you more efficient and support employee wellbeing





How can we help?



Help me
stay compliant
with Health
& Safety



Help me
with my
people's
wellbeing



Help me
save time
and money



Help me
simplify my
process



Help me
make my
business more
sustainable

Wellbeing Through Safety | Sole Supply | P2P Integration | Product Recycling | Advantage | Service Centres | Carbon Offsetting | Quality & Compliance

Help me stay compliant with Health and Safety

Each of the solutions below can provide you with what you need to help your business stay compliant and protect your workforce.

quality & compliance

Trusted quality, tested to the highest standards, ensuring you are compliant at all times

sole supply

A strategic partnership designed to reduce your overall spend



wellbeing THROUGH SAFETY

Get access to cutting-edge products and services created to improve your employee's wellbeing

GIVE YOUR BUSINESS THE... Advantage

Specify and monitor what your workforce is ordering, ensuring they are protected as well as compliant

product recycling

Dispose of used products responsibly and protect your brand

Wellbeing Through Safety | Sole Supply | P2P Integration | Product Recycling | Advantage | Service Centres | Carbon Offsetting | Quality & Compliance

Help me with my people's wellbeing

Each of the solutions below can provide you with the information you need to help you look after your employees



Get access to cutting-edge products and services created to improve your employee's wellbeing

**quality &
compliance**

Trusted quality, tested to the highest standards, ensuring you are compliant at all times

**service
centres**

Offering you advice from an experienced local team of specialists

[Wellbeing Through Safety](#) | [Sole Supply](#) | [P2P Integration](#) | [Product Recycling](#) | [Advantage](#) | [Service Centres](#) | [Carbon Offsetting](#) | [Quality & Compliance](#)

Help me save time and money

Each of the solutions below can provide you with what you need to help your business make better choices when it comes to time, costs and meeting your commercial needs.

sole supply

A strategic partnership designed to reduce your overall spend

P2P integration

Streamline your process with us and make P2P simple, yet outstandingly effective

GIVE YOUR BUSINESS THE... Advantage

Expand your digital capabilities with easy on-line ordering, paperless invoicing & more

wellbeing THROUGH SAFETY

Get access to cutting-edge products and services created to improve your employee's wellbeing

product recycling

Dispose of used products responsibly and protect your brand

Wellbeing Through Safety | Sole Supply | P2P Integration | Product Recycling | Advantage | Service Centres | Carbon Offsetting | Quality & Compliance

Help me simplify my process

Each of the solutions below can provide you with what you need to help your business save time and have greater flexibility.

sole supply

A strategic partnership designed to reduce your overall spend

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Help me make my business more sustainable

Each of the solutions below can provide you with what you need to help your business explore more ethical options and make more environmentally friendly choices

carbon offsetting

Helping you to reduce your environmental impact

product recycling

Protect your brand whilst your business becomes more environmentally responsible

sole supply

Understand your consumption with a strategic partnership that can result in less orders but higher value

service centres

Our fleets use route planning to encourage even more efficient delivery and sustainable driving behaviours

GIVE YOUR BUSINESS THE... Advantage

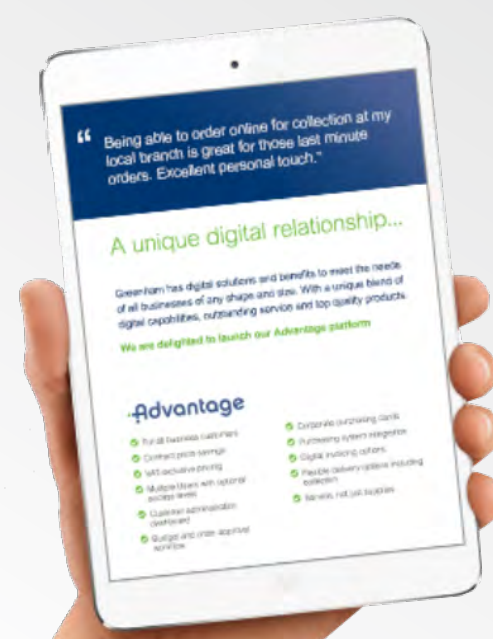
Control and expand your digital potential with easy online ordering, paperless invoicing & more

[Wellbeing Through Safety](#) | [Sole Supply](#) | [P2P Integration](#) | [Product Recycling](#) | [Advantage](#) | [Service Centres](#) | [Carbon Offsetting](#) | [Quality & Compliance](#)



GIVE YOUR BUSINESS THE...

Advantage



A unique digital relationship...

Our Advantage platform is a digital solution that brings together cutting-edge digital capabilities with outstanding service and top-quality products. We have a market-leading solution for you, giving you unique cost control and approval procedures online.

Advantage



Watch video



Contract Price Savings

Contract Prices Available Online

Your personal login provides access to your specific range of contracted products, ensuring you are buying at the best price every time you order.

Cost Savings and Product Range Advice

Ability to restrict certain locations, contracts or users to a specific range of products, ensuring you have full compliance and no Health & Safety issues on site. We ensure that the products we supply meet all the required legal and professional industry standards.

Top-Quality Products

We work with many global partners to provide a wide range of quality products from industry-leading manufacturers, who constantly offer you innovation and great choice. Getting your product range right is essential to improving efficiency and productivity on site.

[CLICK HERE TO TAKE ADVANTAGE](#)

Flexible Online Ordering

Multi User Account Facilities

User logins are available for all your team members with different access levels to suit your business requirements.

Budget Permissions and Approval Workflows

The flexible and secure Spend Control options are available to allow you to set budgets by User, Location or Account. Plus, using the Approval Workflows option, orders can be Accepted, Modified or Declined.

Product Rationalisation and Restrictions

Our platform will reduce costly administration by giving you the ability to tailor product ranges and restrict certain locations, contracts or users to a specific range of products.

My Company

The bespoke customer administration dashboard puts you in control of product access, budgets, users and much more.

[CLICK HERE TO TAKE ADVANTAGE](#)



Mobile Website

Our mobile site has been created to give you all of the benefits of the desktop site whilst you are on the move.

We have ensured that our mobile Advantage site is compatible with all mobile devices and will automatically detect that you are using a mobile device.

[CLICK HERE TO TAKE ADVANTAGE](#)

Your Account, Your way

Electronic Invoicing

Invoices can be consolidated or individually sent electronically, depending on your preference. We also have the digital capability to invoice via P2P systems such as Ariba or OB10. Our Credit Control team are on hand to discuss the best option for your business.

[CLICK HERE TO TAKE ADVANTAGE](#)



Corporate Purchasing Cards (CPC)

For customers who prefer to use purchasing cards we can offer this facility online.

VAT-Exempt Purchasing for Qualifying Organisations

If your business or organisation is eligible for VAT-free purchases, we can accommodate this for you.

[CLICK HERE TO TAKE ADVANTAGE](#)

Purchasing System Integration

We have extensive experience and expertise in providing Electronic Catalogues to our customers. We can integrate into your existing purchasing system and provide electronic catalogue data for your contracted product range. In addition, we can provide a Punchout link.

[CLICK HERE TO TAKE ADVANTAGE](#)



What our customers say about Advantage

“ There is no other supplier who can match this company for their online capability with the back up of a branch network. They are now integrated into our business.”

“ The Advantage team understand what customers need and have the digital capability to deliver a seamless process.”



product recycling

Collection | Shredding | Disposal



Making Sustainability Accessible

Many of our customers are setting ambitious targets to become more sustainable. To help them on this journey, we offer the secure disposal and recycling of many different products. Not only does this protect your brand, but it also improves your overall carbon footprint too.

This process couldn't be easier and can be completed in just 3 steps:



1. Collection

All material can be collected from your premises in small or large quantities to suit your needs.



2. Shredding

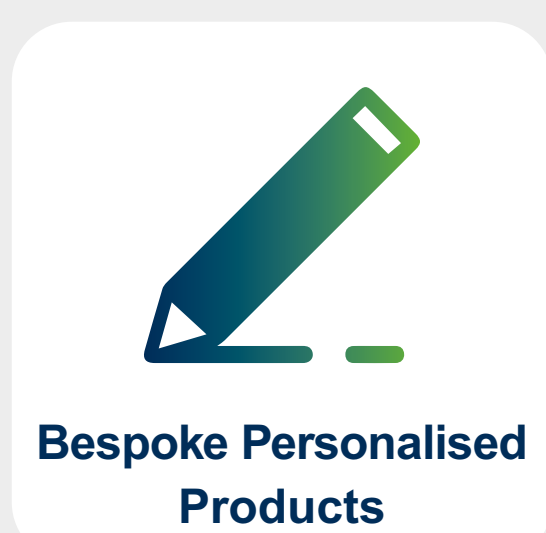
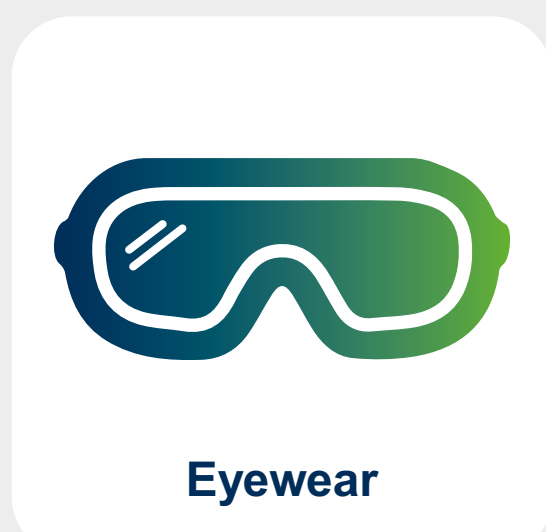
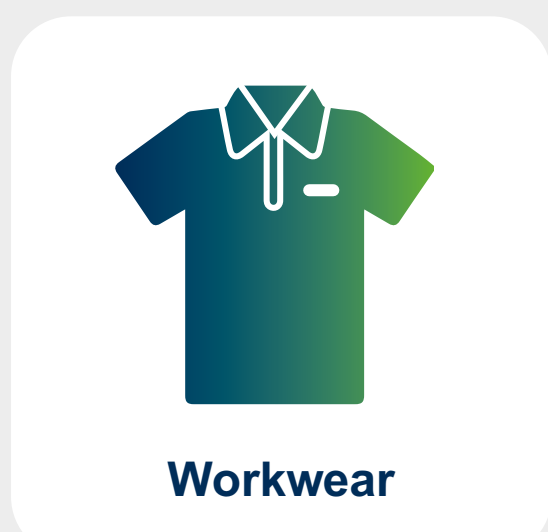
The materials are securely shredded in a safe location to ensure there is no re-use of PPE.



3. Disposal

It is then used as Energy from Waste (EfW) and converted to Refuse Derived Fuel (RDF) to generate power, resulting in zero landfill.

The products we can collect for recycling include:



Costs

1. We use our returning delivery vans to collect the products from your site – a sensible and eco-friendly way to make the most of our space capacity.
2. As a result, we can use these fuel and time savings to offer you a cost-effective recycling service. Just call your local Greenham Service Centre to discuss today.

Solid Recovered Fuel and the circular economy

In recent years, the manufacturing and service sectors have collaborated to create the circular economy – which balances economic and environmental values to benefit both.

One of the most important elements of this circular economy is collecting and transforming used resources through waste management to recover energy.

At Greenham, we're big supporters of the process, putting our residual waste to good use by creating Solid Recovered Fuel.

Used in manufacturing as an alternative to fossil fuels like coal, see how we're creating a crucial part of the circular economy below:





WELLBEING MENU

Do you want a workforce that's happy, healthy,
and above all – productive?

Then you've come to the right place.

Here at Greenham, we're always thinking of your employees. That's why, with our Wellbeing Through Safety® initiative you can get access to cutting-edge products and services, all created with one purpose in mind, to improve your employee's wellbeing.

From higher morale to fewer sick days, just one conversation with us can unlock your team's true value today.



PROTECT THEIR LUNGS

FACE FIT TESTING

*On average – workers report
20,000 new cases of breathing or
lung disease each year*...*

*we'll help your employees
breathe easy*

[FIND OUT HOW](#)

*Credit: Labour Force Study

PROTECT THEIR EYES

PRESCRIPTION EYEWEAR

*4,000 employees lose their
vision every year*...*

*we'll help your employees
see the difference*

[FIND OUT HOW](#)

*Credit: RNIB



PROTECT THEIR BODY

UV RAY PROTECTION

*Every day, an average of five
people get skin cancer from
workplace sun exposure*...*

*at Greenham, your people
are our priority*

[FIND OUT HOW](#)

*Credit: Imperial College London

PROTECT THEIR SPINE

FOOTSTOP SERVICE

*Every year, companies lose over 6 million
working days thanks to job-related
musculoskeletal disorders*...*

*at Greenham we've
got your back*

[FIND OUT HOW](#)

*Credit: Health & Safety Executive



PROTECT THEIR SKIN

SKIN PROTECTION

*40% of workers will suffer a
skin issue at some point*...*

*we'll help your employees
stay comfortable in their skin*

[FIND OUT HOW](#)

*Credit: Centre for Disease Control & Prevention

PROTECT THEIR EARS

ATTENUATION TESTING

*By 2035, 1 in 5 people in the UK
are estimated to suffer from
hearing loss*...*

*you'll like the sound of
our personalised testing*

[FIND OUT HOW](#)

*Credit: Action on Hearing Loss



CONTACT YOUR LOCAL SERVICE CENTRE TO FIND OUT MORE

[CONTACT US](#)

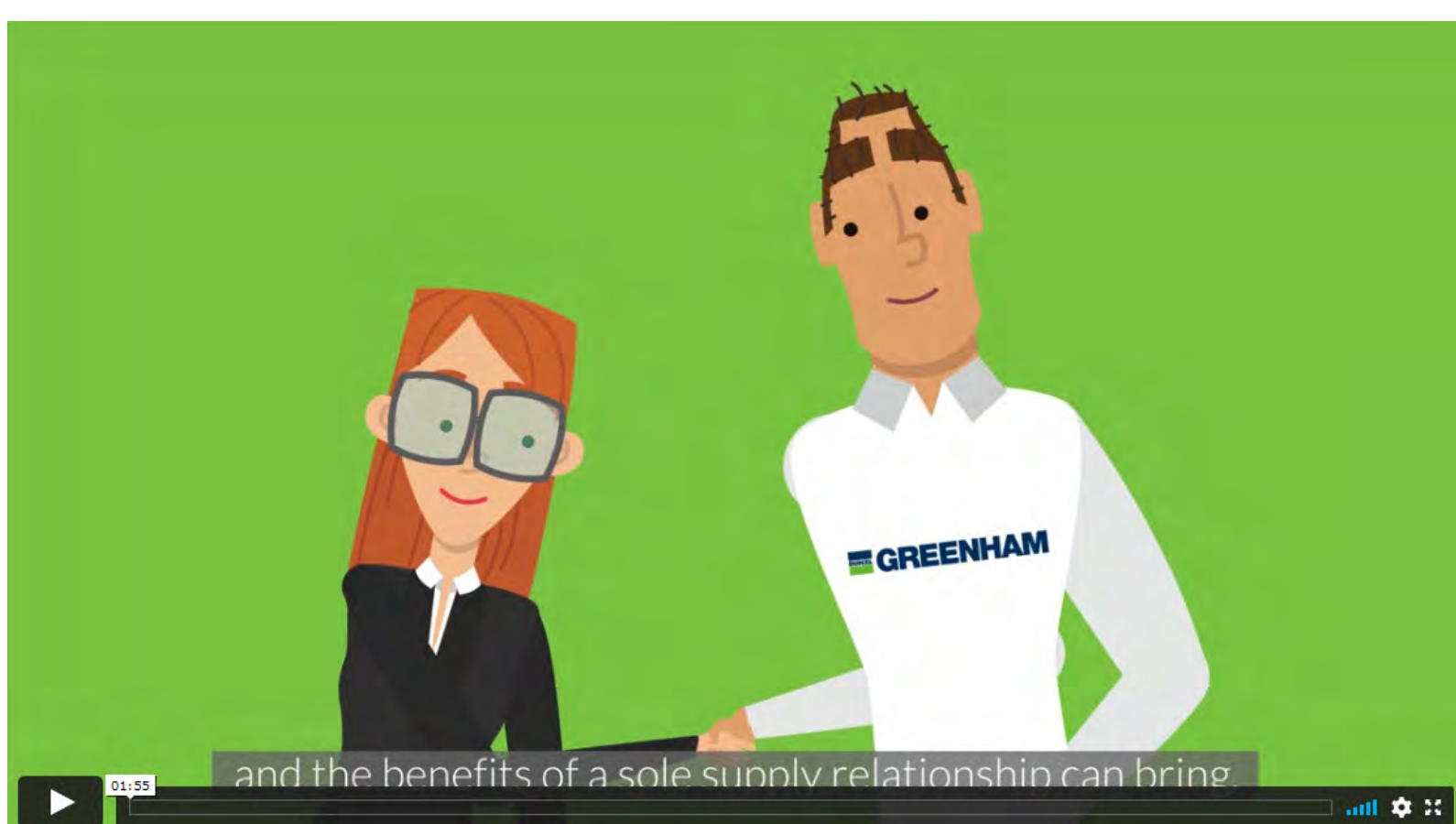


sole supply

Operate more efficiently, reduce your consumption and save money



A strategic partnership designed to reduce your overall spend



Time, effort and money are the cornerstones of business, so why waste yours? Instead of spending days sourcing products from multiple suppliers, dealing with piles of paperwork or losing hours chasing orders, make everything simple and streamlined by moving to a sole supply relationship.

Overall Process and Product Cost



As part of the world's largest safety equipment distributor, our procurement strategy means we do all the legwork from start to finish, tailoring the procurement proposition for you, allowing you focus on what's most important – your customers.

We know changing supplier or procurement strategy can be a daunting thought, which is why we're with you every step of the way. What's more, we'll even create a personalised implementation plan – perfect for carefully managing the change throughout your department and the wider business - thanks to our 3 step process.



Our approach will focus on understanding your procurement problems, simplifying your current process, unlocking potential savings and increasing your overall operational excellence.

Sole Supply procurement with us unlocks a multitude of value-added services, including our Wellbeing Through Safety® initiative, our digital ordering platform- Advantage, Product Recycling and P2P Integration which can all be tailored to make your business more efficient and environmentally responsible.

The Benefits of Sole Supply

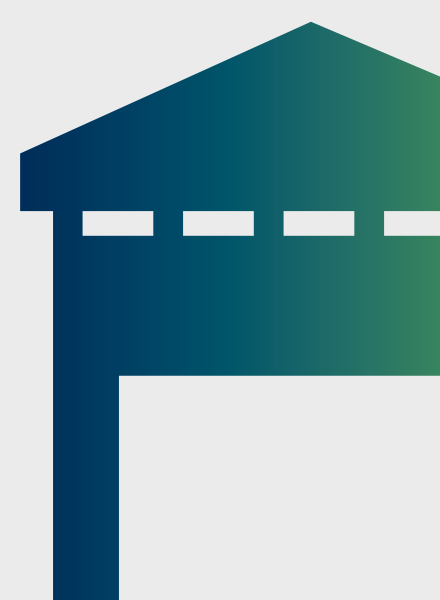


Focus on what's important to you, leave the everyday stuff to us, sole supply procurement through a trusted and reliable supplier.



service centres

Supporting your business, locally



Your order never leaves our hands

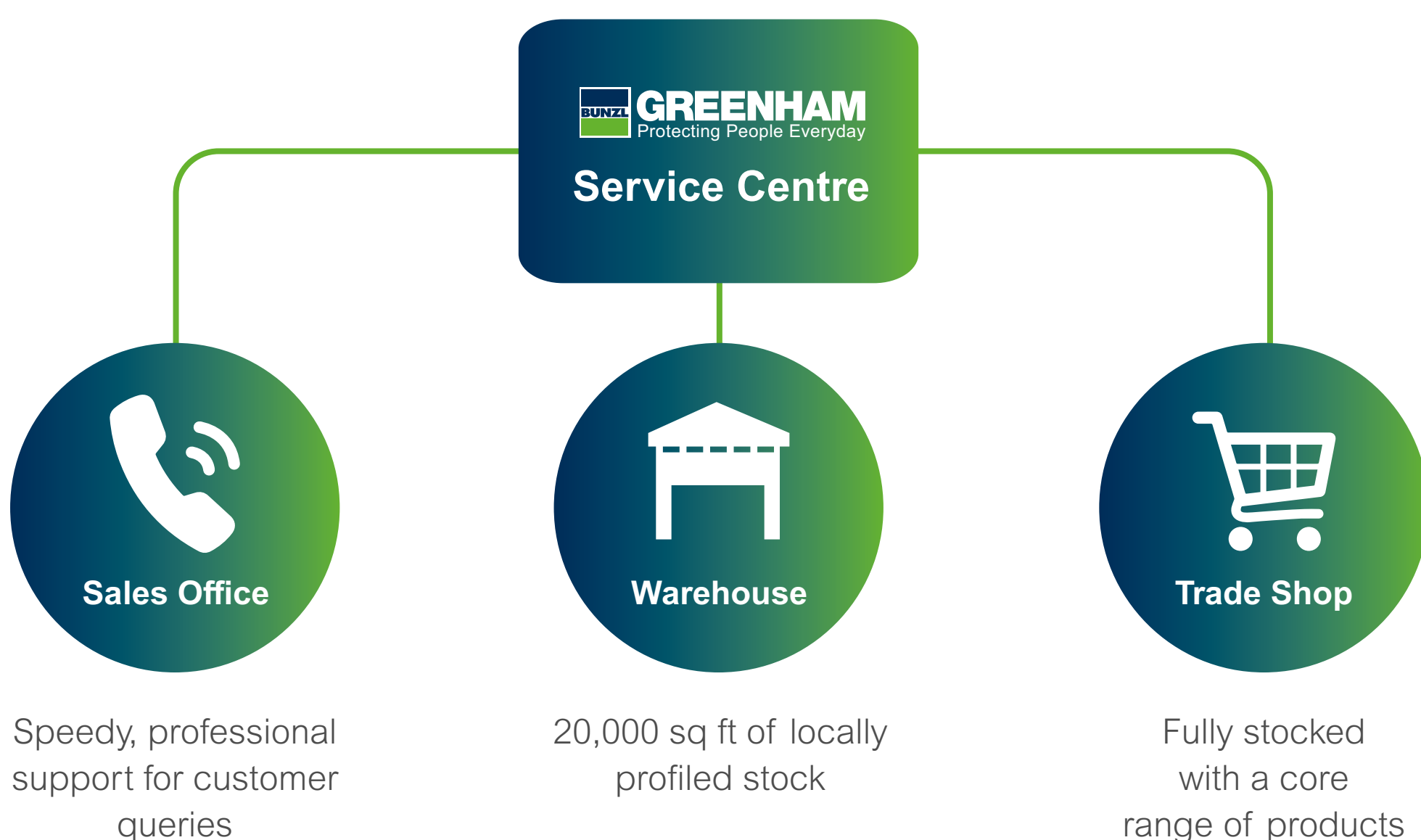
Keeping workplaces protected throughout the nation isn't just down to our exceptional online ordering services, or our fleet of 100+ commercial vehicles. We've also got 22 fully stocked Service Centres across the country, each with their own dedicated Sales Offices, Warehouses and Trade Shops waiting for you.

We aim to be your 'go to supplier' locally for PPE, Cleaning and Hygiene and Contractors' Site Equipment products. Through competitive pricing, added value services and experienced local account team, we'll provide you with the very best customer service.

Our large network of Service Centres allows us to personally take care of every aspect of business at a national level, locally. From holding your frequently purchased key products in stock, ordering, picking, packing, and delivering - your order never leaves our hands.



What does a Greenham Service Centre have to offer?



To break it down for you, each Service Centre has a sales office, a warehouse, and a fully stocked trade shop. Breaking this down even further to what services they can offer you, our Service Centres even have their own branding centre so whatever your needs are, we can support your business. All part of our pledge to protect people everyday.

The services available at our centres include:



Personalised garment heat seal and embroidery



Ejendals Footstep services



Secure disposal and recycling of your PPE



Orders picked and packed for next day delivery



Efficient route planning for next day deliveries



Click or call ordering service



Local sales and support team to manage all requirements



VIEW OUR NETWORK OF SERVICE CENTRES

P2P integration

A good Purchase-to-Pay software solution can help you drive savings

Get a handle on how your organisation really buys goods and services

After payroll, the biggest source of cost in almost all organisations is the procurement of the expense items, outside services, and capital items needed to support your operations - the items that present the “cost of doing business”.

As a Commercial company there is no such thing as “business as usual” today. Every organisation must look at ways to streamline the organisation. With market pressures and today's economy, there is an increasing need for ongoing cost containment and reduction.

The Purchase-to-Pay cycle for indirect procurement encompasses everything that happens from the time there is an intention to buy a product or service, through the appropriate authorisation processes, to sending the Purchase Order (PO) or purchase release to the supplier, and finally to receiving and paying the supplier's invoice.

The software systems that exist to address this important cycle are generally referred to as Purchase-to-Pay or Procure-to-Pay systems – P2P for short.

P2P systems ensure compliance and deliver savings for your business, our software solutions integrate directly with your own purchasing systems.

Our P2P system consists of two essential components: eProcurement and ePayables:



eProcurement

We provide a Punchout market place link as standard, using a shopping cart to select items, and bring those items back into your P2P system for normal workflow authorisation processing. Our online catalogue(s) can lead you directly to the right product for commonly purchased or key items.

Should you require full integration with your purchasing system, we are able to do that. We have successfully integrated our platform with many of the top P2P providers.

Our Digital Integration team are on hand to ensure a frictionless process.



ePayables

We also have the digital capability to invoice via P2P systems such as Ariba, Coins or Tungsten.

Organisations that are ePayables enabled can submit invoices via electronic files, through a secure website, this reduces errors and eliminates unnecessary data entry and administration. Supporting automated PO and receipt matching.

At Greenham, the entire process becomes streamlined and collaborative, captures purchase history for future analysis and carries a complete audit trail. We make P2P simple yet outstandingly effective.

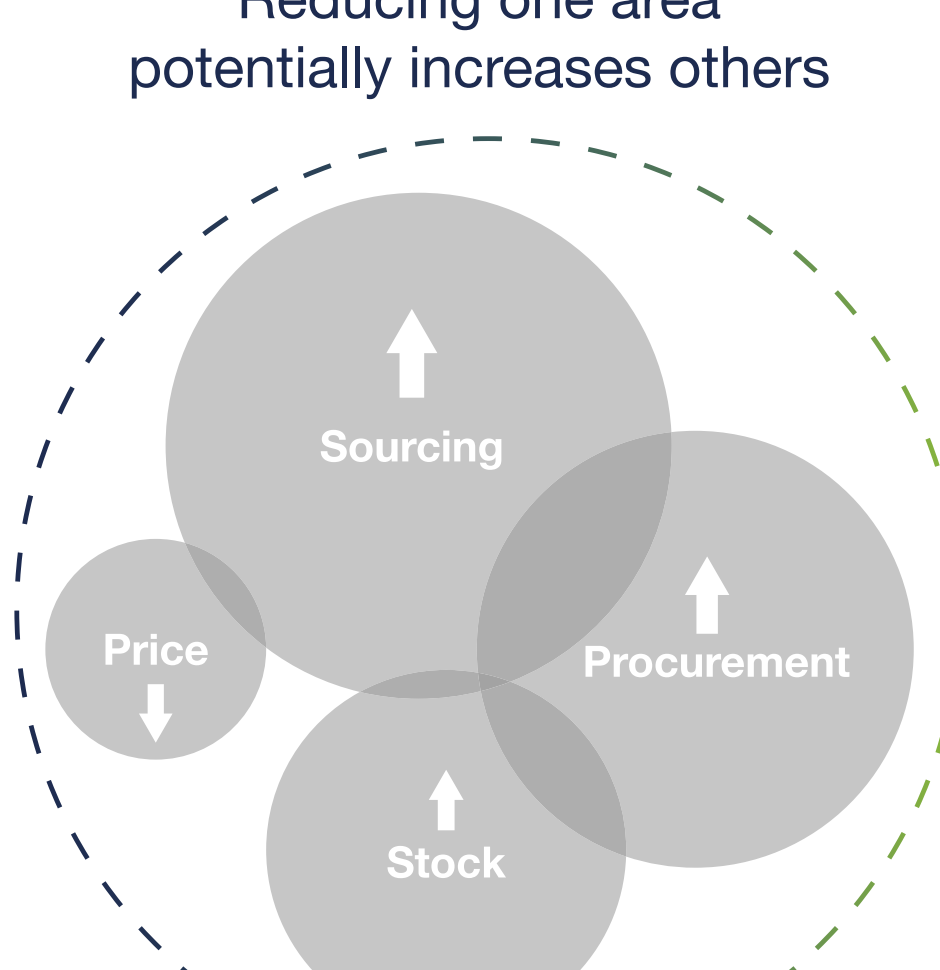
With our P2P strategy, global reach and decades of knowledge working with the world's largest organisations, we can help you cut down on costs in the four largest areas of any business.

- Budget control and Cash flow management
- Automation and Operational efficiency
- Quality and Risk control
- Information capture and Reporting

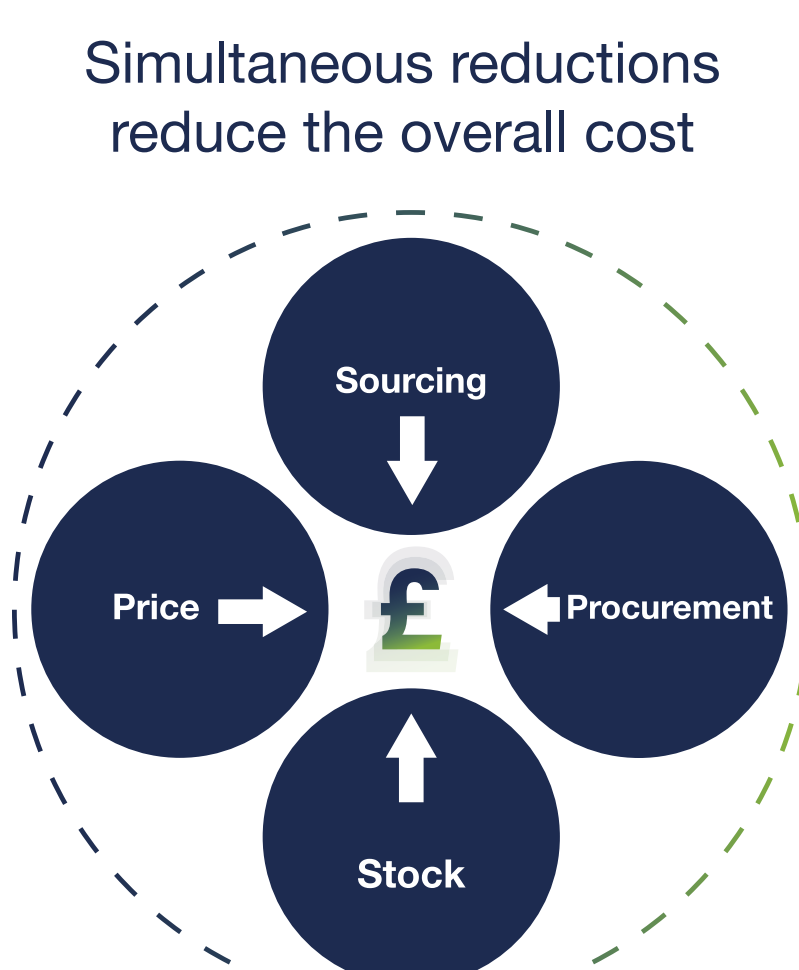
Using unparalleled procurement power, our sourcing specialists can bring you the latest products at the best prices – with consistent stock levels to make sure you never run out. To reduce your overall cost savings you cannot target one of these areas on its own you have to look at all four simultaneously. If you solely focus on one area another can inflate, therefore not reducing your overall cost.

Total cost savings

Reducing one area potentially increases others



Simultaneous reductions reduce the overall cost

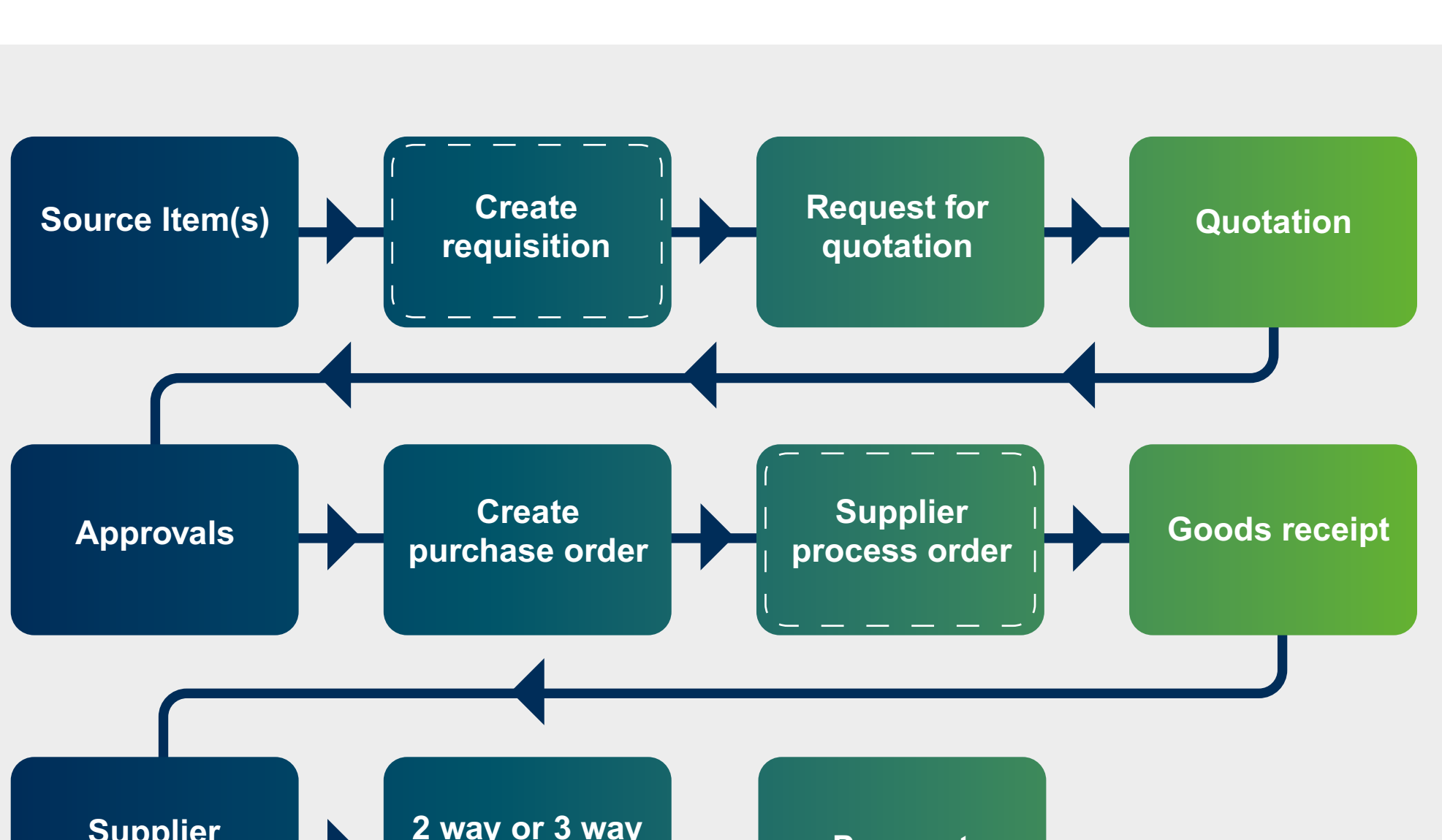


Streamline your Supplies with Direct & Indirect Purchasing

When it comes to your company's purchase to pay process, it can be all too easy to overcomplicate it – and we are here to help. From sourcing to supply, direct product purchasing is often a multi-tiered process with both high value or volume orders that need multiple approvals.

CIPS have attributed a process cost of £60 - £80 to take any order through purchase to pay and only if everything happens correctly first time.

Costs start to multiply with intervention and error correction, with most errors occurring at the point of manual entry as highlighted below.



Are you getting the best value for what you are spending?

Would you apply the same drawn-out process to smaller, day-to-day, indirect products? Of course, not – it would be a waste of time, money and effort, especially when indirect procurement typically makes up only 15-27% of a company's total revenue. The only way to improve is to streamline the process without giving up the necessary controls. That leads us to the value of a good P2P system. At Greenham, we aim to eliminate waste, making these inefficiencies a thing of the past by helping to streamline your Purchase to Pay process depending on what you're buying. That way, you can get an accelerated buying process with a lower cost per transaction in short quicker, simpler, and cheaper.



We are here to discuss ways of streamlining your Purchase-to-pay cycle. It takes people, processes and systems.



quality & compliance

Compliant products with quality you can trust



We are obsessed with safety and are deeply passionate about the quality and performance of our products

We are committed to ensuring that our business is conducted in all respects according to rigorous ethical, professional and legal standards. Our extensive and flexible supply chain offers customers the opportunity to choose from a wide range of goods to meet commercial needs. Our supply chain management processes ensure those goods are responsibly sourced, manufactured and tested.



Supply Chain Governance

We are committed to working with our product and service suppliers to ensure that the welfare of workers and labour conditions within our supply chain meet or exceed recognised standards, as well as encouraging environmentally friendly practices.

We follow a strict set of criteria which ensures the products we sell are compliant and fit for purpose



BSIF Registered Safety Supplier Scheme

As active members of the scheme, we are required to adhere to a strict set of criteria that ensures the products we sell are genuine and fit for purpose, that they meet the EC Type Test of the PPE Regulation requirements, are fully certificated by a recognised EC Notified Body, are safe and are CE-marked.

BSIF Working Group on Counterfeit & Illegal Goods

We are also active members of the BSIF Working Group that investigates the prolific incidences of counterfeit & illegal PPE products that are imported into the UK.



Our Product Control & Quality Assurance Processes

We have been passionate about the quality, performance and compliance of products. Over time, our Quality Management and Control system has metamorphosized into a highly sophisticated, multi-step process that encapsulates the entire supply chain from concept development, product design, manufacture, factory approval to production inspection and final UK Quality Control vetting upon arrival in our QA Centre.



We have a unique Bunzl owned Quality & Product Assurance facility, complete with internal testing facilities, based in Shanghai, who employ highly experienced EN ISO 9000 fully accredited auditors who operate under our instructions to manage, supervise & approve our suppliers through the selection, approval, manufacturing & inspection processes.

Product Design

Each product group is managed by an experienced Category Manager within the Purchasing Department, each of whom have a wealth of industry & product knowledge in their chosen field. In addition to buying approved product from branded suppliers, they are also charged with an innovative approach to the creation & development of Exclusive Brand products, their design, testing, approval and EC Type Test certification where necessary through our technical support department.

Supplier Selection, Evaluation & Approval

We maintain a preferred supplier list of EC-based suppliers which is constantly updated through a detailed supplier questionnaire, information from regular contact meetings with supplier principals and detailed feed back on supplier performance & response through our Service Centre network.

Product Approval and EC Type Test Certification

All product approvals and EC Type Test certifications are managed by our Technical Support Department who hold all specification sheets, EC Type Test certificates, technical files and associated data, declarations of product conformity and control their issue & validity as appropriate. All Exclusive Brand products are submitted through and managed by technical support to the relevant notified bodies for EC Type Test & Certification and are monitored closely throughout this process.



Use of External Specialists:

The majority of our Exclusive Brand PPE is EC Type Tested & Certificated at SATRA of which we are Gold members. This gives us the benefit of full access to their specialist team, most of whom sit on European PPE product committees & working groups and cascade any changes & developments within their chosen discipline.

We also have excellent working relationships with other major UK & international notified bodies such as, Inspec, Intertek and BSI to name but a few.



The Final Filter

As a final filter, we maintain a Quality Assurance Centre at in the UK that holds original production design samples, detailed specification documents and test equipment for verifying that all product is compliant, fit-for-purpose and of merchantable quality before being released into our Service Centre network for distribution to our valued customers.



FOR MORE INFORMATION [CLICK HERE](#)



carbon offsetting service

Reduce your environmental impact



The case for change

The UK is committed to achieving 'net zero' greenhouse gas emissions by 2050. Greenham want to support this target as best as we can by:

- Driving down emissions
- Offsetting what we can't yet change
- Seeking innovation and opportunities to drive change through our supply chain

By taking action, we are protecting our economy, securing our supply chain and promoting the wellbeing of the global community.

What Greenham are doing

Reducing fuel consumption

- Falling diesel consumption – 6.9% less used in January 2020 compared to January 2019
- Verizon Connect route planning supports efficient delivery and encourages more sustainable driving behaviours
- Reviewing 3 electric vehicles for trial with potential to introduce into our delivery fleet
- Installing solar panels on 7.5 tonne HGVs to reduce idling time and save fuel



Reducing energy consumption

- LED lighting in 3 warehouses, with 3 more under review, to improve energy efficiency

Reducing carbon emissions

- 19% fall in CO² emissions from 2017-2018 and a further 1.4% fall in CO² emissions from 2018-2019

Innovation

- Reducing packaging across our core workwear range including removing single use plastics
- Cleanline Eco concentrate options can save up to 3kg of plastic per 5L container meaning you can fill a reusable trigger spray bottle 500 times before needing another delivery
- Improving our PPE Recycling service constantly

How we can help you

By calculating the carbon footprint of our operations, we know how many kg CO² are emitted per delivery:

- Fleet diesel consumption
- Electricity
- Gas
- Deliveries made

Because we know how many deliveries we make to your business, we can show you the impact of your orders on our CO² emissions and work together to change ordering patterns and reduce emissions.

Our long term goals are to reduce Scope 1 & 2 emissions and account for business areas difficult to decarbonise; which is why carbon offsetting is currently the best solution, in turn, this will reduce your Scope 3 emissions.

Other benefits of Carbon Offsetting are:



Carbon offsetting your business

We can Carbon Offset 100% of all emissions associated with getting your deliveries from our service centres to your sites and provide you with quarterly emission reports showing you the impact of offsetting and even provide you with a certificate stating the amount of offsetting that we have done on your behalf so you can display it internally.

We are partnering with Carbon Footprint to offset through a [UK Tree Planting scheme](#) buddied with Verified Carbon Standard forest protection programmes in Brazil. The trees are planted by schools and local authorities, then plotted on a map where you can find ones near you!



CONTACT US TO LEARN MORE