

The logo for Tussell, featuring the word "tussell" in a lowercase, sans-serif font with a small green circle above the letter 'i'.The logo for SAS, featuring a blue stylized 'S' followed by the lowercase letters "sas" in a bold, sans-serif font.

SAS

Procurement Framework Specialist

Industry: Digital, Software

Founded: 1976

Employees: ~12,000

Tussell customers since: 2021

What made SAS choose to renew your Tussell subscription this year?

Renewing our Tussell subscription was a no-brainer. Their industry leading portal functionality provides information and insights that other vendors are simply not able to provide.

Other vendors may have limited Framework functionality, but having worked with Frameworks for over 25 years, I can tell you the Tussell information is truly market leading.

How does your team use Tussell?

We use the platform regularly to find intelligence on awarded contracts, framework procurement routes, possible partners and contract end dates for potential pipeline building.

Users benefit from individual help from our Tussell accounts team to find exactly the information they need to carry out effective account planning for the beginning of the year, and to explore potential new routes to market using the framework insights.

The Tussell team couldn't be more helpful. They support us to make the most of the available information and provide regular support calls and suggestions of new ways of working as well as helping with FOI requests.

The Tussell platform is constantly growing and improving. Are there any features introduced in the past 12 months that have improved your experience of the tool?

One specific challenge we had previously was where a user might need heavy usage access for a few weeks, and then not need access again for some months.

However, now that we have administrator rights over our users, this saves us a lot of time and allows us to dynamically disable dormant users and enable users with a current urgent need, meaning we can be more responsive and manage our usage profiles internally.



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