



Expense Reduction
Analysts

We uncover **hidden savings**
and **efficiencies** you don't
know are there.

*Delivering business performance through
effective procurement and supplier management*

Value Through Insight™



Just some of the
1,000+ UK clients
we have worked with.

SAMSUNG



We optimise costs & create opportunities

Unlock the potential for savings, process improvements and efficiency.

Expense Reduction Analysts (ERA) helps clients to get more from their suppliers, with the overall aim of improving service whilst reducing costs.

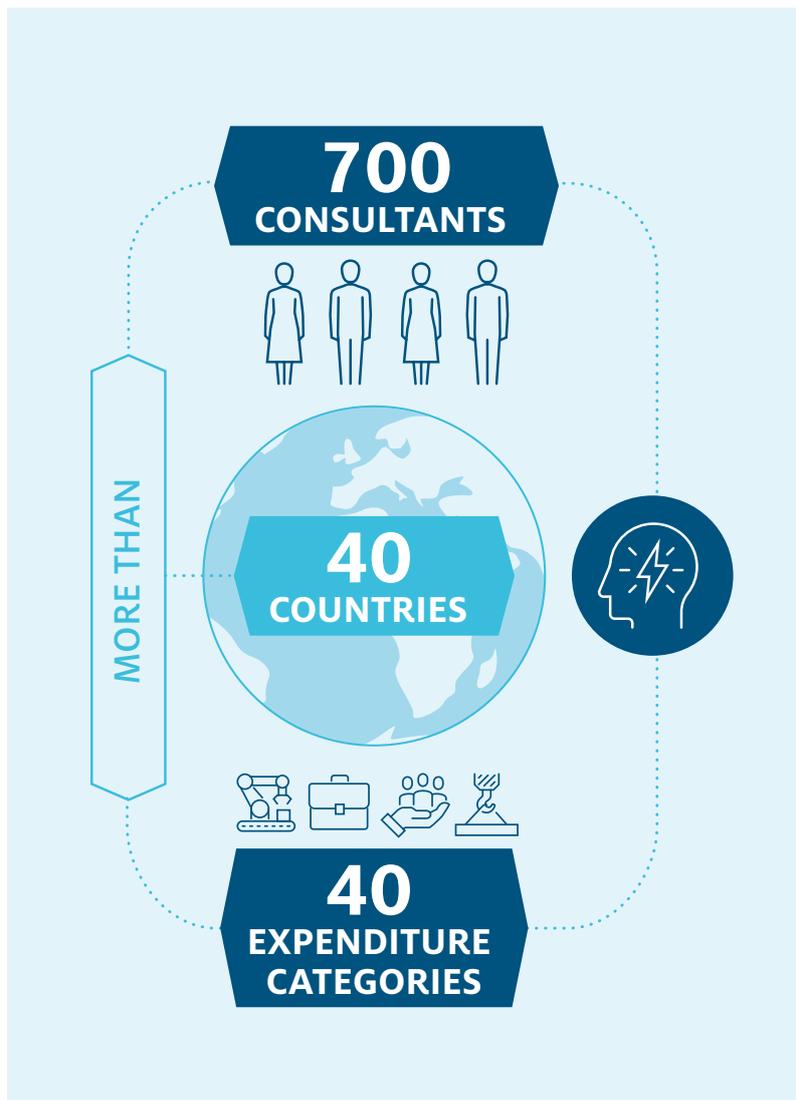
Whether it is capital for new investments, the resources to recruit more employees, the means to increase competitiveness, or profit optimisation - what company would refuse greater financial freedom?

Expense Reduction Analysts gives you this financial freedom - thanks to intelligent expense and supplier management. Our experts are skilled at finding sustainable double-digit savings opportunities in your overhead costs.

We work in partnership with your finance, procurement, and operations teams to help them to derive additional value from the supply chain.

Our clients extract that value in different ways. For many it's a simple case of generating savings to use elsewhere in the business.

Others place greater emphasis on an improvement in supplier service and quality, or the innovation which can be drawn from professional Supplier Relationship Management (SRM).



For over 25 years, our global network combined with local market knowledge has enabled ERA to help organisations gain additional value from their supplier base.

Delivering Intelligent Solutions to SYNETIQ



Established in March 2019, SYNETIQ is the largest salvage and dismantling company in the UK. SYNETIQ operates over 16 sites around the country, processes circa 100,000 vehicles each year and has an annual turnover of £130 million.

“ERA have delivered incredibly valuable savings and supplier consolidation. This has given us much better control and efficiencies, and a level of insight to our spend which is priceless.”

TOM RUMBOLL, CHIEF EXECUTIVE OFFICER, SYNETIQ

Working in partnership, SYNETIQ and ERA have:

- completed 6 projects
- delivered £150,000 of annualised savings with more to come
- consolidated suppliers by reducing the number from 35 to 7 across all projects reviewed - giving SYNETIQ much better control and efficiencies going forward

Whilst the savings were incredibly valuable to SYNETIQ, they found the insight gained from the quality and detail of ERA’s reports and ongoing monitoring priceless. The reports provided by ERA were really detailed but well constructed and easy to read and understand. This helped SYNETIQ bring other colleagues up to speed when helping them recognise where the company is in relation to a specific cost line and creating a value-aware culture. SYNETIQ now have no doubt where they spend money, who spends it, on what and from whom.

Photocopiers **40%**

Packaging **26%**

Office Consumables **40%**

Palletised Loads **15%**

Bulk Fuel **17%**

Fuel Cards **1.5%**

Why might this be relevant to you?

Most of our clients need to be persuaded that things could improve substantially. Senior decision makers in any organisation will usually feel costs are relatively under control and managed to a satisfactory level.

Many clients feel their costs are reasonably managed before they sit down and talk with one of our specialists. The sad truth is that the perceived misconceptions and barriers stop companies from being able to accomplish the tangible improvements they could easily attain. Often, there is a lack of resources to look into the indirect costs associated with running a business – and why should there be

resource to do this, when your focus is on the core business activities? With our help, you can overcome these hurdles to achieve an optimised supply chain that benefits you in the long-term. Expense Reduction Analysts can assist you by objectively looking at your business, and seeing where we can provide both cost savings and enhanced solutions for you.

Misconceptions



“I am likely to be paying a similar price to my competitors and other similar businesses.”

Not in our experience. ERA knows what your suppliers are charging your competitors locally, nationally, and globally.



Staff and Management have limited time to conduct procurement reviews, especially when they don't necessarily have the expertise to do so.

It is unlikely expertise in purchasing steel will have influence on your photocopier negotiations.



National buying agreements are always better than local or regional arrangements with the same supplier. ERA reviews prices and other KPIs 24/7, locally, nationally, and globally. Our solutions are bespoke and tailored to our clients needs.



Supplier loyalty automatically translates to best pricing and service. New customers always get better rate than existing customers. Suppliers compete for new customers, if they already have your business what's the incentive?

Challenges



Multiple suppliers and multiple order points can make even the simplest projects very complicated for in-house teams. ERA will

complete this task for you, allowing you to get on with the important job of guiding your business to greater successes.



Staff and Management have limited time to conduct procurement reviews, especially when they don't have the expertise to do so. Our experts continuously monitor/review supplier and stakeholder behaviour to prevent unnecessary spending.



How do you know what good really looks like? We have a huge advantage over individual organisations because we have near-perfect market vision, whereas organisations typically possess only data and pricing information based on their own historic costs.



The majority of spending is done by non-purchasing trained staff. ERA monitors prices, delivery and service 24/7, with a total market view. Suppliers know this and they keep to their promises.

Full Category Management

Our most popular service offering is Full Category Management. This process has been developed and refined over the last 25 years of trading in the UK market and follows best practice procurement methodology.

Application of our process allows our clients to save millions of pounds per year – and make those savings stick.

A recent survey of senior procurement professionals conducted by the Chartered Institute of Procurement and Supply (CIPS) indicated that 56%... of procurement projects fail to meet savings targets due to poor implementation. This is where ERA really adds value. We deliver full audit services on a regular basis for all our category management projects and manage both internal stakeholder behaviours and supplier relationships to ensure the project remains on track.

Each separate cost category that goes through a Category Management review will follow this process. Each project will involve the assignment of a dedicated project specialist with a track record of success in their particular area of expertise.

The assigned specialist will liaise directly with the identified stakeholders for each different cost area, to ensure they are fully involved in the process.

This stakeholder engagement is critical to a successful outcome as effective procurement is as much about habits and behaviours as it is about supplier negotiation & contract management.

A comprehensive initial data collection and analysis, together with detailed requirements-gathering are vital components in ensuring that a project will be successfully implemented. Our experts then approach the market, inviting appropriate suppliers to tender competitively for the business against specific criteria.

We review all tender prices and service levels received from potential suppliers and then present a report to our client. We discuss all options with them before the client decides the best fit for their business.

ERA carries out a 30 day line by line audit to ensure that the new supply arrangement has been implemented successfully, and every 90 days thereafter to ensure compliance to contract, pricing, and delivery.

The four milestones of the Expense Reduction Analysts process



ANALYSIS

We prepare a report on your current status quo in the selected cost categories where you think savings may be achieved



RESEARCH

We will present you with an option report, based on our expertise and long-standing experience in the supplier markets to show you where potential savings can be achieved



SELECTION & IMPLEMENTATION

Once you have chosen an option, we facilitate the implementation of the savings process in your company



MONITORING

Over the next 24-48 months, we monitor the savings actually achieved in performance reports. These savings are the basis for our remuneration

Comprehensive supply-side category expertise

Your ERA associate will identify relevant project specialists with experience in their area of expertise to run each category project. Their experience and judgment allow you to make an informed decision with all the facts at your disposal.

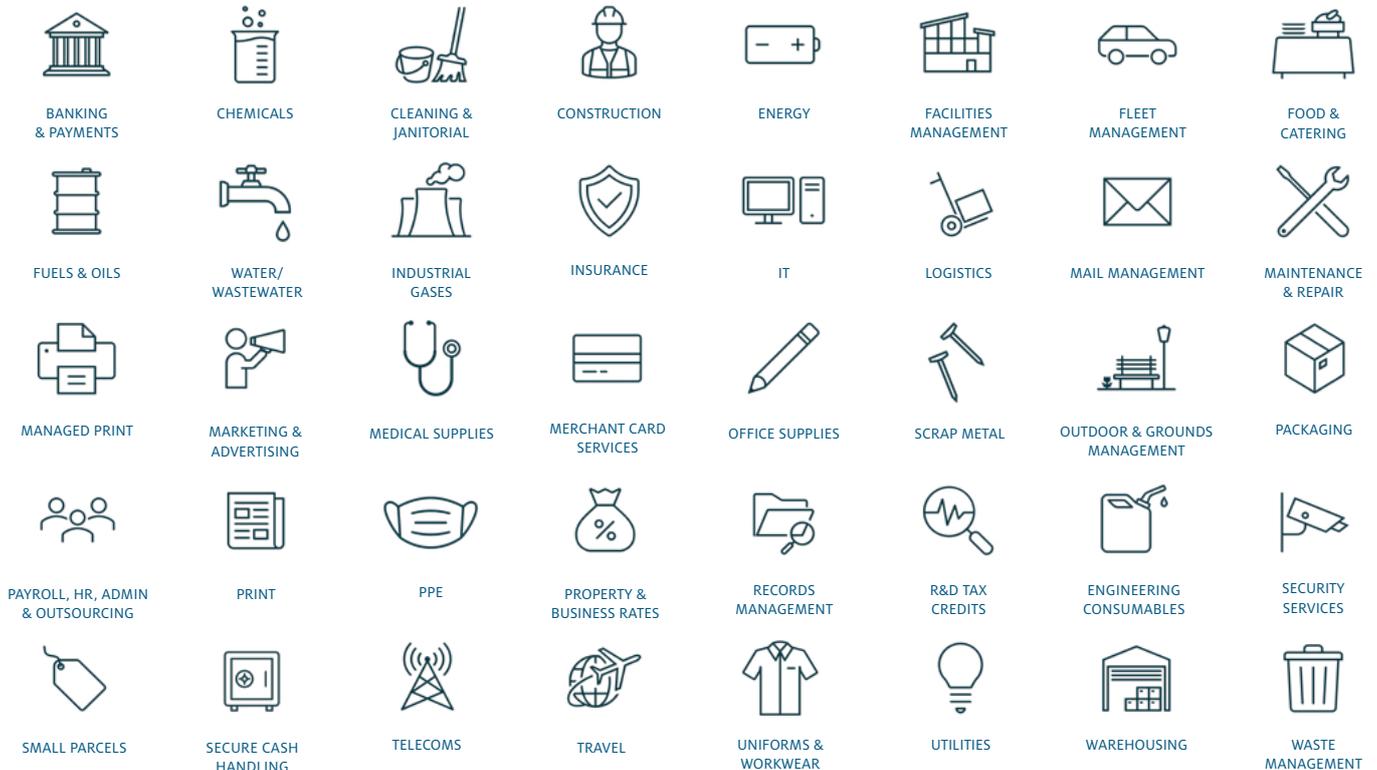
ERA has a unique depth and breadth of expertise in areas where an organisation spends money with suppliers.

Our team of experts joined ERA after a long career in their area of expertise and are able to provide you with valuable insight at the right time. They use their experience and expert knowledge to help your teams avoid contractual pitfalls, negotiate from a position of knowledge with existing suppliers and identify suitable alternatives.

Typically, organisations are unable to justify retaining specialist resource in each of these areas, but deployed at the right time they not only add considerable value, but also help to prevent exposure to future price rises.

Their sheer depth of knowledge means they are also able to offer advice on changes to policy or procedure that can yield significant dividends, as well as advising on new or innovative products and services which can make a powerful contribution.

Just some of our Expenditure Categories we can review



Creating a Sustainable Future

"Sustainability could almost be a fashion statement, it is the word of the moment, the current "must-have" yet it's importance can often be over looked to the untrained. It's based on three main components; economic growth, social progress and environmental protection and without a focus on sustainability, we risk compromising the ability of future generations to meet their needs."

CASE STUDY

Saving money, saving space, saving the planet

DFS was enthusiastic not just about the money that could be saved, but also about achieving the corporate goal of reducing waste and increasing recycling.



"I could not recommend Expense Reduction Analysts highly enough: they have helped us reduce costs massively."

Phil Johnson - Head of Environmental Services

The Head Office 'zero to landfill' target was a great start, giving our activities increased visibility and credibility. We then reviewed the waste produced by DFS warehouses, factories and stores, adopting a phased approach to change comprising ten different initiatives.

**General Waste Collection
Savings: 20%**



ERA's Journey to Carbon Negative

ERA has developed a clear picture of the conscious and progressive steps to be taken to become a carbon negative business.

Companies that set carbon neutrality in their sights are not just aligning themselves with government requirements, there are a huge number of other benefits for those who actively put measures in place to combat the climate crisis. Creating new opportunities for clean growth will deliver not only for the environment, but for the economy and businesses too.

Many organisations are already aware of this, with half of UK businesses aiming to achieve carbon neutrality in just 10 years, by 2030, and just under one in ten claiming they're already there.

Every business, regardless of industry, has a role to play in helping the UK to drastically cut its carbon emissions, by both leading by example and helping others to do the same. It is ERA's mission to help other organisations offset their carbon emissions and support the quest for carbon neutrality by 2030.

From Carbon Neutral to Carbon Negative

Achieving carbon neutral has an infinite number of benefits for businesses, from helping to save money and improving overall efficiency, to attracting and retaining top talent and improving customer loyalty. However, it is only the first step on a much longer journey. Over time, what we really should be aiming for is carbon negative – taking more carbon out of the atmosphere than we are emitting.



Here are a just a couple of ways ERA is already helping to meet client's Carbon goals.

Fuel efficiencies

Often, the first step towards greener transport operations lie within hidden inefficiencies. Have you ever considered that poor fuel card coverage and visiting a petrol station repeatedly could not only equate to annual savings of 75,000 GBP but decrease your carbon footprint too? From an ongoing review, ERA soon learned that one client had a fleet of vehicles travelling an unnecessary and additional 500,000 miles a year. At 15p per a mile, added leasing costs and the obvious environmental implications of travelling the extra distance, ERA was not only able to save the client significant amounts in spend but reduce their carbon footprint simultaneously.

Electrify your fleet

While they may not be a priority amid the coronavirus pandemic, electric vehicles are fast becoming more and more attractive, especially for organisations with a large fleet as vehicle range is constantly improving.

There are a few important questions to consider before you adopt an EV fleet though, as preparation really is key. What area are you based in? Do you need cars or vans? And how will you be recharging your fleet?

Thankfully, now that there are over 270,000 electric vehicles on our roads and over 30,000 charging points across the UK, ERA's Fleet team has a great understanding of the benefits of EVs to businesses. With government grants available, increasing numbers of ultra-low emission zones and a number of leasing options out there, many businesses can both save the planet and some money by adopting an EV fleet.

We can also help in areas such as Energy, Utilities, Packaging, Waste... there are efficiencies to be found in many areas of your business that the expertise within ERA can help deliver.



“

We're essentially a small fish when it comes to procurement and ERA, with their sheer scale and leverage, can get much better deals for us. This more than pays for any share of savings that they receive as fees. This working relationship has been nothing but win-win for us.”

DAVID WHITEHEAD OF PROCUREMENT SUE RYDER

Sue Ryder



Value Through Insight™



Market Knowledge & Leverage

Hundreds of clients engage ERA to manage and review tenders for them every year. Our project teams have access to more market and pricing information than finance and procurement teams can access alone.

With thousands of procurement reviews and category projects currently under management, ERA carries a weight in most supply markets which, when combined with a client's own spend, makes a meaningful difference to the service and pricing offered by the market.

To ensure we always meet the quality and service requirements of your operational teams, we work hard to maintain our impartiality from the supply chain and ensure we consider only those suppliers that will be able to match the needs of our clients. Suppliers recognise that a successful outcome to a project with one ERA client is likely to lead to further opportunities, meaning that their interests are aligned closely with those of our clients.

Almost all organisations would benefit enormously from ERA's additional purchasing leverage, allowing them access to pricing bands that were previously unavailable.



What difference would it make if your tenders carried the weight of an additional £800Million+ of leverage in the market?

What you can expect from us:

- Analyse your overhead costs
- Reveal hidden savings opportunities
- Optimise overhead costs sustainably
- Give you the entrepreneurial scope you need
- Work without disrupting your daily business
- Build on confidence and openness
- We operate on the basis of success

What Happens Next?



Qualify

First we meet and spend time understanding your current situation and requirements. We need to establish the level of spend and current practice and pricing to decide where we can help.



Scope

We work with your stakeholders and suppliers to establish the parameters and set out the terms of the engagement. This will include which products and services are in scope on a per project basis.



Propose

We then work with our expert teams to create a tailored proposal which we will return and present. This proposal will set out the work, the approach, the time-scales and the expected results.



Expense Reduction Analysts

We see opportunities
where you never
thought possible

Learn more

[expensereduction.com](https://www.expensereduction.com)

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