

DELIVERING ADDITIONAL PROFIT TO COMPANIES WORLDWIDE.

find extra profit.





WHAT WOULD YOU DO WITH ADDITIONAL PROFIT?

- ↘ Invest in further growth with more sales and marketing?
- ↘ Increase operational capacity with new staff and technologies?
- ↘ Fund more infrastructure or capacity within your business?
- ↘ Bridge performance gaps in your financials?
- ↘ Or simply share those profits with shareholders and/or employees?

ADDITIONAL PROFIT IS ALREADY THERE.

It's hidden in your supplier base.

For over 25 years, our experience in reviewing over 18,000 opportunities tells us that the majority of companies are overpaying their suppliers by at least 10-30%. How is this possible?

-  The secret to structuring the highest value relationships with any supplier is understanding the inner workings of their industry. However, most organisations lack this supplier industry insight and can only apply general knowledge procurement practices to structure their supplier relationships.
-  Purchasing behaviours, policies, procedures and priorities can evolve in any organisation, including your suppliers; and many of these changes can impact your supplier relationships in a way that result in unnecessary increases in the total cost of the relationship.
-  Many companies may have the time and expertise to review critical or obvious expenses, but they are unlikely to have the same time and expertise dedicated to less noticeable or scattered expenses.
-  It can be common to think that time stands still for a supplier's industry while you are under a supplier's contract, but these industries can change as quickly as your own, presenting you with new options for products, services, value-added offerings or supplier choices.

The resources and unique cost reduction methodologies of Expense Reduction Analysts systematically overcome these challenges, allowing us to deliver extra profit for your business.

WE OPTIMISE COSTS AND CREATE OPPORTUNITIES.

International expertise in over 40 categories.

Many of our consultants have developed expertise and skills from careers in supplier industries, providing insight that is not available to most procurement teams or business owners. Working with various stakeholders throughout our client' organisations, we go to great lengths to analyse the current expense situation, understand key requirements, and source a solution that meets their quality and service criteria.

Manufacturing

- Chemicals
- Equipment leasing
- Facilities management
- Factory consumables
- Fleet management
- Freight
- Industrial gases

Administration

- Accounts payable audits
- Bank services
- Information technology
- Insurance
- Merchant card services
- Records management
- Share registry
- Taxes
- Travel

Services

- Cleaning
- Copiers & managed print
- Couriers
- Food services
- Medical supplies
- Office products
- Packaging
- Printing
- Recruitment & labour hire
- Uniforms & linens

Utilities

- Data networks
- Energy
- Telecommunications
- Waste



WE DO ALL OF THE WORK, YOU RECEIVE ALL OF THE BENEFITS.

The majority of our work is done outside of your office environment. Our processes, resources, and systems ensure minimal impact on your internal resources. We monitor supplier performance throughout a timeframe aligned with the supply contract to ensure that all the savings are realised, sustained, and even improved over time.

Throughout the process, we collaborate with you on a fully transparent basis, allowing you to retain control of all the key aspects of the engagement.

The four milestones of the Expense Reduction Analysts process:



We prepare a report on your current situation, detailing your spend profile and establishing a baseline for measuring future savings.

In most cases, we conduct a comprehensive market review with current and prospective suppliers, assessing their ability to fulfill your key requirements.

You choose the option that you believe is best for your business and we will facilitate the implementation of the new arrangements.

Over the next 24 months, we provide ongoing monitoring and reporting of your expenses, ensuring that savings are achieved.

NO COMPROMISE TO SUPPLIER SERVICE OR QUALITY.

We strive for long-term partnerships based on teamwork, trust and transparency.

Sourcing optimal supply arrangements is not just about price. There are many qualitative benefits, such as quality, reliability and service, that should be maximised in any supplier relationship. Our primary objective is to obtain the best pricing without any compromise to supplier service and quality.

Our in-depth knowledge of each supplier industry ensures that all methods of restructuring requirements and leveraging the unique elements of each supplier industry are used to lower the total cost of relationships, without disrupting relationships with your valued incumbent suppliers. In fact, in the majority of cases, our proven methodologies and understanding of supplier business models result in lower costs with your existing suppliers with equal or better service.

As one of the world's leading specialists for cost management, Expense Reduction Analysts optimises your supply chain and processes, finding innovative suppliers and providers to best meet your company's needs. The resulting savings are the outcome of our extensive subject knowledge, professional negotiations with suppliers as well as a qualitative assessment of their performance versus your needs. During the entire period of cooperation with Expense Reduction Analysts, you remain in control of our transparent process of cost management.

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Due to Expense Reduction Analysts, Thorn Group has been able to benefit from savings it would not have otherwise identified due to a lack of internal resources and supplier industry knowledge.

The methodologies used by ERA to review and analyse expenses, combined with their market knowledge in various industries, are far more extensive than we could conduct in-house. ERA also ensures that all of their consultants conduct themselves in a professional manner, and possess relevant expertise for each particular topic.

Additionally, we have received benefits such as process improvements and a tighter control over our suppliers. With the assistance of ERA, we were able to streamline the number of suppliers and our ordering processes as well as ensure the accuracy of our supplier invoices. Most importantly, ERA's involvement reduced the effort required from internal resources.

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— SIMON REVELMAN
THORN GROUP



OUR PROMISE TO YOU:

IF WE DO NOT FIND ANY SAVINGS, YOU WILL HAVE NOTHING TO PAY.

A strong partnership without any financial risk for you or your company.

There may already be areas of your business where you have done an excellent job in managing expenses. Rather than assume that this is the case, we commit to providing a comprehensive cost review across your entire business.

-  Where we find that there are no savings in a particular area of your business, then there will be no cost for our review.
-  Where we do find the potential for savings, we propose to share in those savings with you.
-  For you, our approach is financially risk-free. Our consultants work on a success basis, with remuneration solely based on the costs savings achieved for your company. If there are no benefits, there is no fee charged.

With this remuneration model, Expense Reduction Analysts does not only want to enhance the professionalism of the services provided, but rather insist on the importance of building a strong partnership based on a mutual trust from the beginning. The fact that many of our clients entrust us again with further projects is great testimony to the success of our approach.

Our history of success provides us the confidence to work with you on a self-funding, no-risk, contingency basis of no savings, no fee.

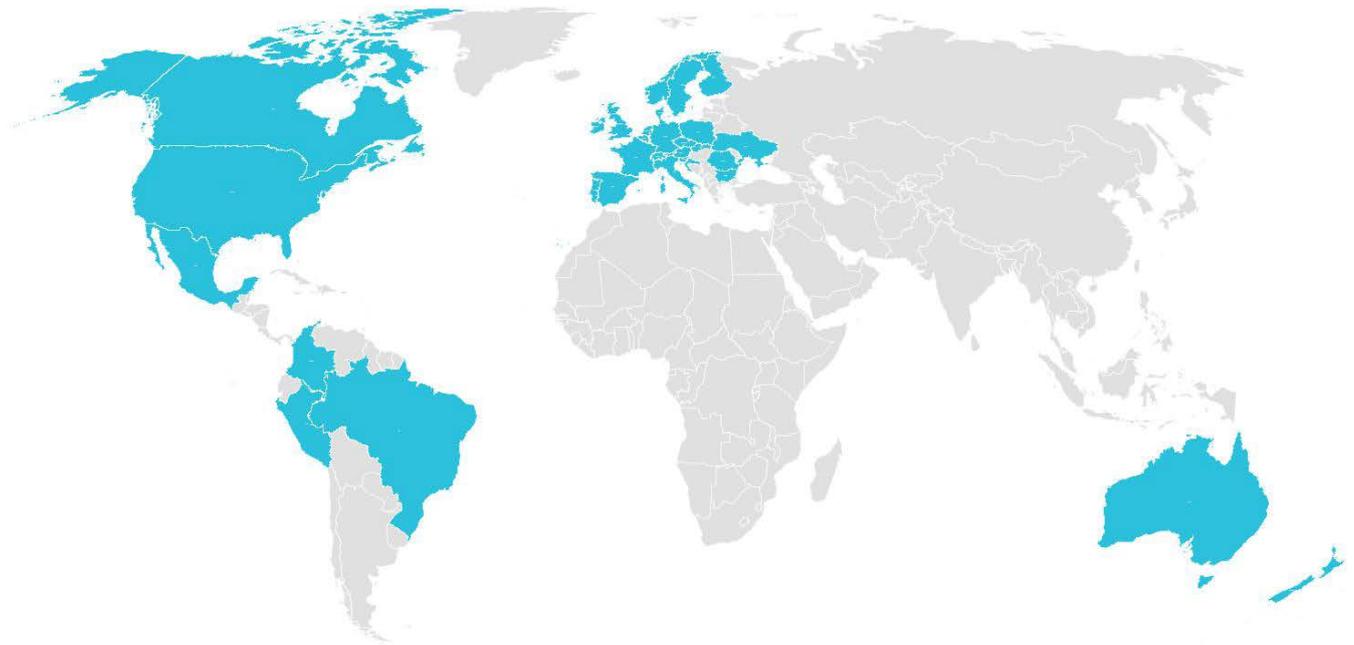
ALREADY DOING A GOOD JOB OF MANAGING YOUR EXPENSES?

It is not our goal to inspect or critique your current expense management strategy, but to support it and extend it with capabilities beyond what's practical for any organisation to maintain internally. Expense Reduction Analysts brings specialised expertise, real-time industry benchmark data, and practical industry insider knowledge for dozens of supplier industries to extend your ability to find cost savings, over and above what's expected from any in-house resources. We do this with no compromise to supplier service and quality.

Our delivery model is designed for effectively all work to be conducted off-site and with our own resources to ensure the least impact and distraction to your organisation.

We provide:

- ↘ All the resources to assess your company's cost-savings potential.
- ↘ Supplier industry specialists to source optimal supply arrangements, manage implementation, and monitor or improve those arrangements over time.
- ↘ Project management to ensure the engagement proceeds efficiently.
- ↘ We deliver additional profit to your business and provide best practices to your team, allowing your staff stay focused on their highest priorities and your organisation's key initiatives.



↘ Over 650 consultants

↘ Over 40 categories

↘ Over 25 countries

Established in 1992, Expense Reduction Analysts is a specialist cost and supplier management consultancy focused on delivering improved business performance to clients of all sizes in both the private and public sectors. Operating in over 25 countries with more than 650 consultants, Expense Reduction Analysts provides deep industry expertise in a wide variety of expense categories, such as supply chain logistics, facility management, operational and medical supplies, corporate and personnel services, banking and financial services, as well as telecommunications and information technology.

Expense Reduction Analysts' clients include thousands of mid-sized companies and many well-known names.

To find out more, visit au.expensereduction.com.



Expense Reduction Analysts



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