

## ERA Finds 21% Savings in Office Supplies For Logistics Company

### Project Information

Industry – Logistics

Category – Office Supplies

Savings – 21%

### The Company

ERA was invited to review the Office Supplies expenditure for a national logistics company. The company had previously entered into a buying group to achieve a reduction in cost.

### The Challenge

Expense Reduction Analysts undertook a detailed review of invoice data over the preceding 12 months.

There was a total of 19 suppliers used across the company, with more than 3,000 different products purchased; many across multiple suppliers.

The top 30 products accounted for 38% of the total supply, with the products outside this basket were difficult to control.



### The Solution

Expense Reduction Analysts consolidated the list of products from the various suppliers and formulated a Request for Proposal for suppliers with a known capability to handle the volume of supply.

Savings were identified that would achieve a reduction in cost of 21% across the board. Further, by utilising the industry knowledge of ERA analysts', more opportunities were identified, such as changing to better value for money products, and products better suited to the company, increasing the savings potential to 28%.

### The Outcome

The company now has a single supplier with documented and agreed service standards across the country. A single electronic invoice has replaced hundreds of individual invoices each month, formatted for their accounting system. With implementation in place, the company is now able to address conformity of supply.