

ERA Finds 26% Savings for Elevator and Escalator Company

Project Information

Industry: Elevator and Escalator Manufacturing

Savings Category: Domestic Freight & Courier

Savings: 26%

The Client

The client is one of the leading global manufacturers of elevators, escalators and moving walks with a network of over 1000 branches spanning every continent,

Our client plans, produces and installs mobility solutions in accordance with customer requirements. Through their comprehensive range of services, they ensure the smooth functioning of these installations throughout their service life of over 25 years.

The Challenge

The challenge was to improve service delivery while reducing costs. The client already used some freight and courier companies nationally to provide intercompany deliveries and the critical delivery of parts to numerous building projects around the country. Traceability of shipments was another area that the client wanted to see an improvement.



The Solution

After discussion with key staff to determine what they wanted in terms of quality and service delivery.

Additionally, a thorough analysis of the freight/courier expenses, Expense Reduction Analysts (ERA) then identified areas of added value in terms of a better booking process and streamlining of the invoicing and accounts payable and internal cost allocation processes.

ERA then interviewed the main incumbent couriers and conducted market research to identify suppliers who could best service the client's requirements. A tender document was then prepared and issued.

Client's Comment

The National Logistics Manager said, "ERA made it possible, we are happy with this exercise, the process, the professional approach and ultimately, the bottom line savings. We now have the tools not just to monitor our courier costs but, more importantly, to control them."