

ERA Finds 19% Savings for Major Australian Bank

Project Information

Category - Printing and Office Products

Industry - Banking

Savings - 19%

The Institution

The client is an Australian Bank with over 1,000 employees.

It has been involved in an expansion phase through franchising and Bank operated branches extending to all the Australian states.

The annual category spends at the point of involvement with ERA was over \$2.5 million annually on print and \$400,000 annually on office products.

The Challenge

The challenge for the ERA analysts was to achieve cost savings, but at the same time discover and address any internal barriers to change.

They had to formulate with the Bank what the best outcome would be, given the current environment of rapid expansion.



The Outcome

The scope of the results extends well beyond the cost savings desired by the client. These results include:

- 19.3% or \$349,000 savings over the first 7 months, with increased savings predicted over the longer term
- Improved delivery solution that includes freight
- Online ordering system in the pipeline
- Ongoing monthly reviews of supplier delivery on contract, provided by ERA.

Client's Comment

After the review, the Bank commented that they would never have been able to achieve the same result by themselves.