

# ERA Finds 22% Savings in Copiers for Finance Company

## Project Information

Industry - Finance (Wealth Management)

Category - Photocopiers

Savings - 22%



## The Company

One of the Australia's largest national full-service retail stockbroking and wealth management firms engaged to review its reprographics expenses. With more than 300K clients, 500 authorised representatives and 850 staff, it operates from 61 branch offices in all states.

## The Challenge

- RFP preparation and release to selected suppliers
- Secure documentation, avoiding waste.
- Benchmark of best in market costs against current expenditure.
- Obtaining transparent pricing and cost structure from all respondents.
- Source of a fit for purpose solution.
- Negotiation of a balanced contract.

## The Outcome

The total project achieved a cost reduction of 22%.

## The Solution

- The new technology solutions generated substantial savings of more than half a million dollars per annum.
- A refreshed, fit-for-purpose solution at best in market prices was able to expand and adapt with the company's future growth and success.
- Follow me (secure print) software reduced print volumes.
- Increased security avoided uncollected confidential documents being left.
- Replaced the entire head office fleet and retained the incumbent supplier.
- Limited annual price increases to CPI.
- Paying out legacy overage costs as part of the new contract.
- Removed future overage bills, as the contract is now PAYG with no minimums.
- Can terminate for convenience - break costs are well defined and limited to capital cost recovery only, and there is no lost service profit component.