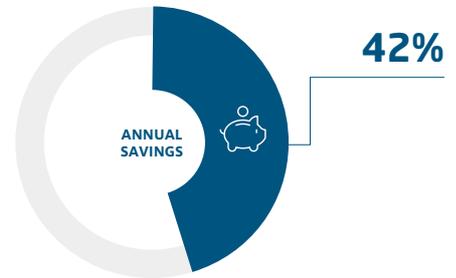


Educational Institute Improves Internal Processes and **42%** in Annual Cost Savings

SECTOR Vocational Training and Education

COST CATEGORY Electricity, Telco, Records Management, Uniforms & Personal Protective Equipment, Cleaning & Office Supplies, Industrial Gasses, Copiers, Travel



ERA meets board directive with financial control and \$2.5m in annual savings

THE RESULT

With COVID-19 impacting international student revenue across Australia and uncertainties in Government funding, the Educational Sector are now, more than ever, seeking ways to reduce costs to sustain their operations.

This is why a board directive from one of Victoria's premier public vocational education and training providers was for the organisation to become more financially self sufficient by gaining a better understanding on how well they were monitoring and managing their expenditure as quickly as possible.

However, there was not the capacity nor expertise within the organisation to efficiently and effectively undertake and act on this review at the desired level of scale and speed.

So the newly appointed CFO engaged Tim Woods and a team of Analysts from Expense Reduction Analysts (ERA) to conduct a review of many of their expense categories.

"After undertaking this review, we were able to provide an average saving per category of 42%, increase quality and internal process, to ensure the board directive was being delivered", reported Tim.

Highlights of individual annual percentages saved per category were:

- Records Management - 57%
- Electricity - 53%
- Telco - 55%
- Industrial Gasses - 44%
- Copiers / Reprographics - 37%
- Travel - 37%
- Cleaning Supplies & Office Supplies - 38%
- Uniforms and Personal Protective Equipment - 15%

As well as identifying \$2.25m in annual savings across nine initial categories, ERA identified and introduced improved processes, technological systems, supplier terms and levels of quality.

ERA also managed the operational transitions to the new and renegotiated incumbent vendors to maintain business continuity. To ensure the savings were delivered as proposed, supplies are monitored by ERA for at least a 24 month period.



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ERA provided far more value than just dollar savings. Whilst these were significant, the main benefit was providing the CFO and Board with the comfort that their costs were now under control and better understood. We were also able to introduce better processes, quality of supply, vendor agreements and technology platforms for nearly every expense category. This was all done with minimum time input by their management and staff which made the process easy for them.”

TIM WOODS
EXPENSE REDUCTION ANALYSTS