



# Expense Reduction Analysts

Is your freight delivering the best bottom-line and customer experience?

## Is your freight moving in the right direction?

Freight is often seen as a core expense; however, many organisations do not have the internal expertise or resources to review their expenditure in detail, and therefore continue using the incumbent supplier without benchmarking against market prices. By finding ways to work more efficiently with suppliers, organisations can dramatically cut suppliers' costs and these savings go straight to the bottom line.

### Why do you need us?

Matching the right supplier with the right service levels required by customers with the right costs is not an easy task. Expense Reduction Analysts (ERA) have the expertise to evaluate and benchmark the many different methods of freight which depend on the time frame, urgency and needs determined by the customer. ERA recommends, implements and manages optimal freighting solutions that improve operations, meets customer needs and, most importantly, reduce costs.

### Taking a Results-driven Approach

Expense Reduction Analysts (ERA) is one of the largest expense reduction consultancies worldwide.

Our specialists leverage their in depth industry knowledge to ensure you receive the best pricing and services, while your staff stays focused on your organization's highest priorities.

We help organizations implement best practices and find meaningful savings on necessary purchasing costs with no risk as there are no fees if no savings are found.

### Benefits of an ERA Review

- Full analysis of current freight needs, practices and KPIs
- Improved efficiency and operations
- Optimised freight solutions for customer needs
- Improved bottom line, eg based on a 8% gross profit margin, an increase of \$625,000 in sales would be required to match the same impact of \$50,000 in cost savings
- An ongoing audit of negotiated pricing
- Low impact on internal resources

90%

UNTAPPED SAVINGS



75%

POTENTIAL SAVINGS

"Experience suggests that around 90% of businesses are overspending on day-to-day expenses, in some cases by as much as 75%"  
Michael Salih, ERA

### Questions to consider

- Have you benchmarked your freight costs per unit?
- For larger loads, are you missing out on savings and efficiency with unmonitored percentage of truck capacity?
- What are your outbound transportation costs as a percentage of sales or inbound transportation costs as a percentage of purchases? Can these be improved?
- Are your freight providers delivering optimal time in transit, on-time pickups, turnaround rates or percentage of traceable loads?
- Do you have high claims as a percentage of transportation costs?
- Do you have the resources to analyse and monitor the above?

### Unlock the Potential

Discover the solutions that are right for you. Contact us to learn how we can help you find additional cash that you might be leaving on the table. Let's work together to help reward your organisation make the most of its freight needs.