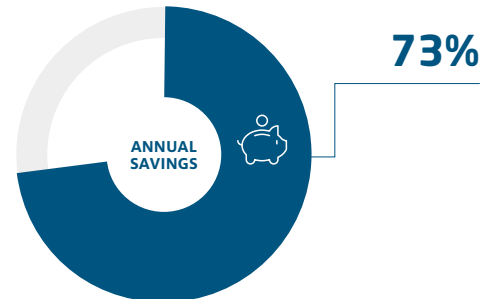


A 73% Cost Reduction Is Found For Peak Body

| | |
|----------------------|--|
| CLIENT | Australian Psychological Society (APS) |
| SECTOR | Peak Body |
| COST CATEGORY | Records Management |



How Expense Reduction Analysts Facilitated An Astounding Cost Saving

THE RESULT

As the peak body for the psychology profession in Australia, the Australian Psychological Society represents and supports over 25,000 members — with close to 200 active member groups as well as 47 special interest groups. With 42 branches across the country, APS also operates nine specialised colleges, through which it offers training, education, and professional development. The APS is not only dedicated to providing benefits to members but also advocates for psychologists, promotes high professional standards, and supports community wellbeing and action on social issues.

With its continued commitment to achieving good governance across all areas of its business, the Australian Psychological Society engaged Expense Reduction Analysts to provide competitive pricing and equivalent or better service in Records Management. To ensure more competitive pricing, ERA invited the incumbent supplier — and three other suppliers — to submit bids for APS consideration. Notably, each bid offered a significant improvement to cost-effectiveness and the client opted to switch suppliers, accepting the bid with the highest level of savings.

When APS changed suppliers, ERA was able to implement the new supplier arrangements rapidly, despite the complex logistics involved in relocating offsite documentation. The result was a whopping 73% reduction in records management costs — saving APS \$52,957 on an annual expenditure of \$72,621.

Management at APS were pleased with ERA's seamless integration of the new supplier arrangements, as well as the ongoing compliance monitoring after the changeover.



“

ERA's expertise delivered very competitive pricing and ensured that service levels were met or exceeded. Funds freed up by this review allowed the APS to improve member services.”

PETER SEDGWICK
EXPENSE REDUCTION ANALYSTS