



# Expense Reduction Analysts

Five freight and courier cost savings success stories

## Delivering better freight

Many organisations do not have the internal expertise or resources to review their freight in detail, and therefore continue using the incumbent supplier without benchmarking against market prices and best practices.

That is why a broad of industries turn to Expense Reduction Analysts (ERA) who have been reviewing logistics for over 20 years.

### How ERA helped five companies

In each of these organisations, ERA's Analysts looked for improvement opportunities across all cost categories. In all cases, freight was identified and a 3-month sample of supplier invoices and reviewed the client's contracts to understand current usage. ERA then prepared detailed Requests for Proposals for carriers that provided the services required by the client.

ERA analysed each of the responses and rated them based on the client's criteria. ERA provided options to either stay with the incumbent or choose a better supplier with reduced costs and better service and account management. For example, In the legal firm, the incumbent international courier reduced their rates by 35% after ERA became involved.

Furthermore, ERA provided piece of mind by working with the carriers to implement the new service, and closely monitored compliance for up to 24 months.

### 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.

## Equipment Rental



## Top Tier Legal Firm



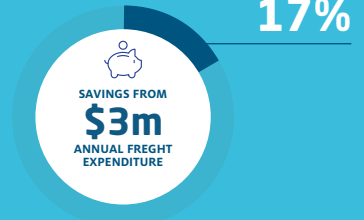
## Corporate IT Wholesaler



## Cable Manufacturer



## Food Manufacturer



## 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.