



Expense Reduction  
Analysts

The **Insight** of a global network,  
delivering **Value** to your business.

Value Through Insight™



## Value Through Insight™

Saving potentials  
in the double-digit  
percentage range.

Whether it is capital for new investments, the resources to recruit more employees, the means to increase competitiveness or profit optimisation—what company would refuse greater financial freedom?

Expense Reduction Analysts gives you this financial freedom—thanks to intelligent expense and supplier management. Our experts are skilled at finding sustainable savings opportunities in your overhead costs. On average, savings reach the double-digit percentage range for our clients.

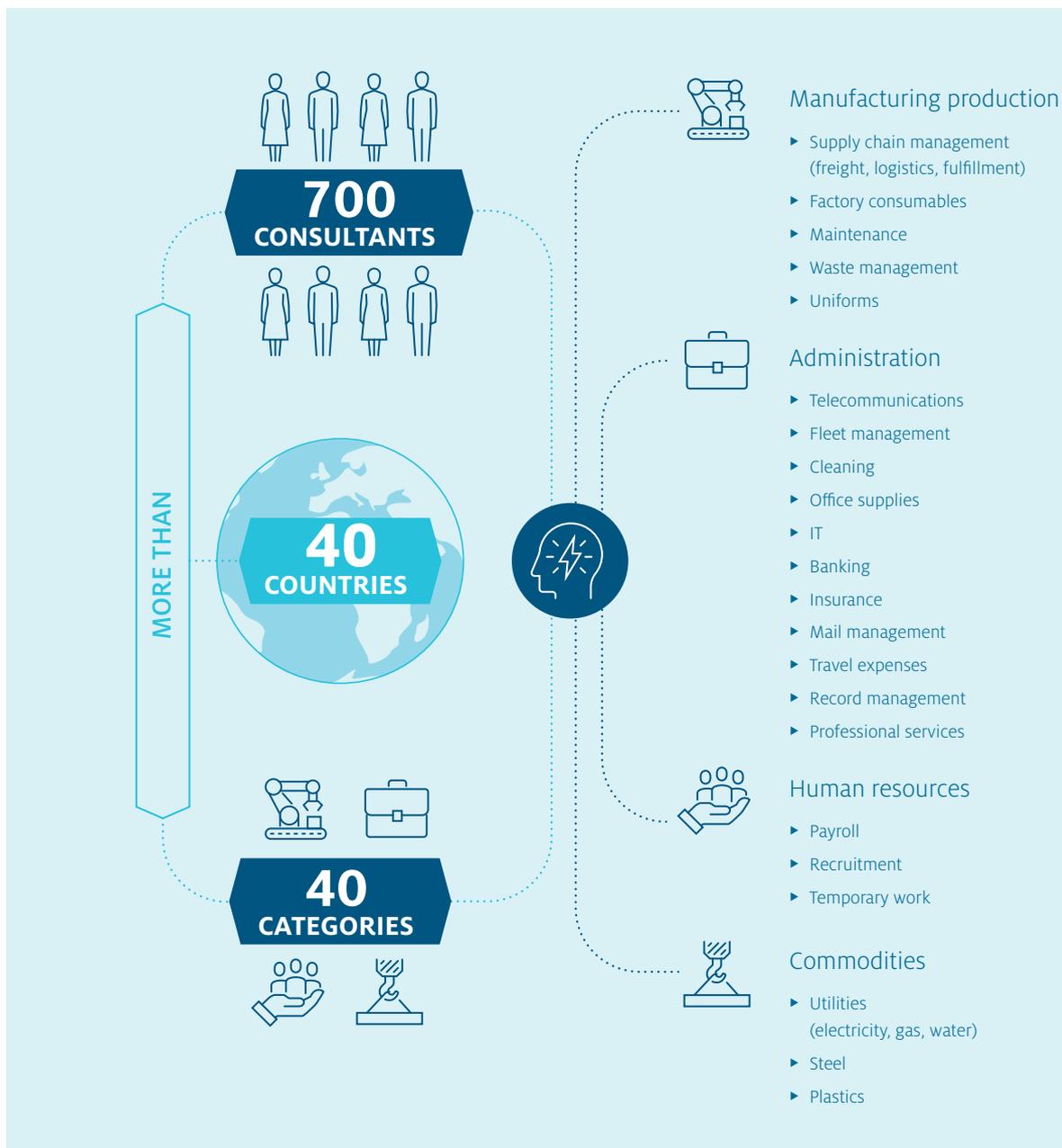
**For over 30 years in more than 40 cost categories. Worldwide.**

# We optimise costs and create opportunities

## Unlock the potential for savings and profit.

Expense Reduction Analysts is one of the largest specialist consultancies in cost management worldwide. Since 1992, we support companies of all sizes—from internationally established companies to not-for-profit organisations, public institutions and municipalities.

Our consultants and specialists have the expert knowledge required to analyse every market—no matter how complex it is. Thus, they can offer you the best solutions available. Our specialists work within an international network and at the same time support you locally. Every single consultant is looking forward to supporting you to discover value and financial freedom.





We strive for long-term partnerships based on teamwork, trust and transparency.

**Value Through Insight™**



# Your profit lies in our expertise

We offer the best solutions available with no disruption to your day-to-day business operations.



As one of the world's leading specialists for cost management, Expense Reduction Analysts optimises your supply chain and processes, finding innovative suppliers and providers to best meet your company's needs. The resulting savings are the outcome of our extensive subject knowledge, of professional negotiations with suppliers as well as our qualitative assessment of their performance vs. your needs. During the entire period of cooperation with Expense Reduction Analysts, you remain in control of our transparent process of cost management.

Our experts make every effort to integrate with your employees and their day-to-day activities, so that none of your business operations are affected.

Even your suppliers may benefit from our practice. Our extensive experience and our global network may give them the chance to lower their costs as well. This means that clients do not have to terminate incumbent supplier relationships, but can decide to continue their collaboration—but on more attractive terms.

## The four milestones of the Expense Reduction Analysts process



### ANALYSIS

We prepare a report on your current status quo in the selected cost categories where you think savings may be achieved.



### RESEARCH

We will present you with an options report, based on our expertise and long-standing experience in the supplier markets to show you where potential savings can be achieved.



### SELECTION & IMPLEMENTATION

Once you have chosen an option, we facilitate the implementation of the savings process in your company.



### MONITORING

Over the next 24 - 48 months, we monitor the savings actually achieved in performance reports. These savings are the basis for our remuneration.

“

Achieving a better price was certainly a goal, however Amaroo was not prepared to compromise on the quality of the food. Expense Reduction Analysts did a great job by meeting with us and monitoring our invoices against agreed prices to ensure that the supply contracts were honoured.

David Fenwick  
Chief Executive Officer  
AMAROO VILLAGE

**Value Through Insight™**

# Local knowledge, global reach



We always share our knowledge concerning the projects with you. We also continuously develop our skills to remain at the absolute forefront of market knowledge and breadth of category knowledge; this enables us to achieve savings that are greater and more sustainable than if they were realised in-house.

CASE STUDY

## A collaborative Australian project

Amaroo Village offers independent living villas in Perth and regional Western Australia to anyone over the age of 55, not in full-time employment. There are currently over 350 independent villas in Gosnells, over 60 independent villas in Denmark, and 16 villas in their newest village in Albany.

A thorough competitive review of food services and catering charges had not been conducted for some time, and the residential care facility suspected it had 'lost touch' with the market. Expense Reduction Analysts was engaged to undertake a comprehensive analysis of the company's internal systems and food services dealings with numerous suppliers. Consultants from Western Australia and Queensland worked together to achieve a savings outcome of 18% on catering for Amaroo Village.



Food services

**18%**

  
AMAROO  
-VILLAGE-



OUR PROMISE TO YOU

If we don't find anything,  
you'll have nothing to pay.



**Value Through Insight™**





When you commission Expense Reduction Analysts, you are guaranteed that we do our best to give you complete satisfaction during our collaboration.

**A strong partnership  
without any financial risk  
for you or your company.**

- ▶ We will strive to improve your cost management and processes and provide you with greater entrepreneurial scope, in a sustainable manner.
- ▶ We want you to be entirely happy with our services.

For you, our client, our approach is financially risk-free. Our consultants work on a success basis. Our remuneration is solely based on the cost savings achieved for your company. If there are no benefits, there is no fee charged.

With this remuneration model, Expense Reduction Analysts does not only want to enhance the professionalism of the services provided, but rather insist on the importance of building a strong partnership based on mutual trust from the beginning. The fact that many of our clients entrust us again with further projects is great testimony to the success of our approach.

**When are you going to test  
our experts?**



# Expense Reduction Analysts

We see opportunities  
where you never  
thought possible.

**What you can expect from us:**

- Analyse your overhead costs
- Reveal hidden savings opportunities
- Optimise overhead costs sustainably
- Give you the entrepreneurial scope you need
- Work without disrupting your daily business
- Build on confidence and openness
- We operate on the basis of success

Learn more

[au.expensereduction.com](http://au.expensereduction.com)

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