



# EXPENSE REDUCTION ANALYSTS®

## ERA Saves New England Manufacturer \$100,000 in Packaging Expenses

Case Study Category: **Packaging**  
Client's Industry: **Manufacturer**

### Client Overview

A \$30M New England steel casing manufacturer spent \$1,090,000 annually on corrugated boxes and packaging.

### Our Client's Goals

To reduce the cost of packaging without increasing the floor space required to inventory additional packaging purchases.

### The ERA Process

ERA Analysts employed our Intelligent Cost Reduction process, a detailed 10 step analysis that results in a better value proposition for our clients from their suppliers. In this case, ERA helped the client understand their existing packaging requirements and various options available in the marketplace.

Our Analysts extracted data by reviewing detailed supplier invoices to understand the clients buying and inventory patterns and determine which suppliers might enhance the client's packaging service level and pricing. We captured the clients work flow and business processes, and gathered input from key stakeholders. ERA then prepared detailed Requests for Proposals from eight organizations that provided the level of service required by the client and were known to be cost competitive. Upon receipt of the completed RFPs from the eight vendors, ERA analyzed each of the responses and rated them based on the client's criteria.

### The Result

ERA presented the client a Recommendation Report that outlined exactly how the client would benefit from each of the vendors who responded to the RFP and recommended a course of action to the client. Upon approval from the client, ERA worked with the new vendor, implemented the new service, and is closely monitoring compliance to ensure the maximum savings are realized.

As a result of this process, the client saved \$100,000 annually and was able to upgrade their services. **In total the client invested a total of ten hours on this project to generate the \$100,000 annual savings.**

