



ERA Saves New England Manufacturer 55% on Payroll Processing Expenses

Case Study Category: **Payroll Processing**
Client's Industry: **Manufacturer**

Client Overview

A \$220M New England industrial manufacturer spent \$46,000 annually to process their bi-weekly payroll, quarterly and annual reports and year end W2 forms.

Our Client's Goals

To better understand their current Payroll Processing spend and identify unique alternatives that would reduce the cost of administering their payroll.

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 Payroll Processing services and various options available in the marketplace.

Our Analysts extracted data from twelve months of detailed supplier invoices to understand the client's payroll patterns and determine which suppliers might enhance the client's Payroll Processing 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 three 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 three suppliers, 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 \$25,000 annually or 55% and was able to upgrade their services. **In total the client invested a total of ten hours on this project to generate the \$25,000 annual savings.**

