



EXPENSE REDUCTION ANALYSTS®

ERA Generates 39% Savings in Waste Management For Florida Manufacturer

Case Study Category: **Waste Management**
Client's Industry: **Manufacturer**

Client Overview

A \$35M Florida manufacturer of automotive molding and stamping spent almost \$50,000 annually on Waste Removal.

Our Client's Goals

To better understand their current waste management spend for equipment rentals and hauling, weight and fuel charges, and to identify unique alternatives to reduce their manufacturing plant's cost of waste removal.

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 waste removal service, contracts, components and various options available in the marketplace.

Our Analysts extracted data from three months of detailed invoices from their supplier to understand the client's waste removal process and determined which suppliers might enhance the client's waste service levels and pricing. We analyzed the client's work flow and business processes, and gathered input from key stakeholders. ERA then prepared detailed Requests for Proposals for 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, 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. In this particular situation, based upon the current level of service offered by the incumbent and their willingness to renegotiate the terms of their existing contract, ERA recommended the client remain with their existing provider. Upon approval from the client, ERA worked with the vendor, implemented the new Terms and Conditions, and is closely monitoring compliance to ensure the maximum savings are realized.

As a result of this process, the **client saved 39% on their waste management costs.**

