

## Forestry organization harvests \$281,000 in savings

### Overview

The client, an agriculture company that produces trait-specific tree saplings, was looking for a reliable equipment service provider. Initially, the client was handling suppliers on their own, but reached out to Expense Reduction Analysts' consultants to help pinpoint cost reduction opportunities and also to secure long-term contracts with fixed rates.

### Results

The client's annual spend for equipment rental was \$980,000. When the client's current equipment rental contract was set for renewal, ERA negotiated a new contract with favorable terms with a new supplier and was able to secure \$100,000 (12%) in savings on the client's behalf. In addition, ERA was able to find savings across other categories including: Packaging (12%), Chemicals (5%), Freight (5%), Telecom (33%).

### The ERA Approach

ERA is a partner who leverages its knowledge and market insights to provide alternative solutions based on best practices that deliver incremental and sustainable value. The client was particularly impressed with ERA's depth of knowledge of multiple expense categories.

### Let Us Help

We're ready to help you discover the solutions that are right for you. Contact an ERA Consultant in your area to learn how we can help you find additional cash that you might be leaving on the table.

Spend Category	Annual Savings	Supplier
Equipment Rental	\$100,000	New
Packaging	\$140,000	New
Telecom	\$17,000	Incumbent
Chemicals	\$20,000	Incumbent
Freight	\$4,000	Incumbent
<b>Annualized Total</b>	<b>\$281,000</b>	