



Expense Reduction Analysts

Could your company use hidden profit?

Our network of Consultants helps reduce expenses, not staff

Expense Reduction Analysts (ERA) is a worldwide network of 700 Consultants specializing in finding hidden profits by reducing expenses in non-core, overhead cost categories.

Savings average 19.7%

ERA has handled 14,000+ projects, finding average savings of 19.7%.

After finding cost savings, Consultants continue to work with clients to ensure that new services are implemented and savings projections are achieved.



Trim fat, not staff

In this economy, businesses need to cut costs. While reducing headcount can trim the bottom line, it can also compromise productivity.

Instead, companies can cut costs by reducing wasteful spending in non-core operating expenses.

Negotiating advantages

ERA has a huge negotiating advantage. As specialists in overhead costs, we know what the marketplace pays for goods and services.

Consultants have the industry expertise necessary to understand suppliers' pricing models. Much of the time, our clients retain their current vendors, but with better contracts.

How we help you

Consultants help clients work more efficiently with suppliers, dramatically cutting suppliers' costs – savings that can be passed on to you.

We also know how to develop Requests for Proposals (RFPs) that are detailed, accurate and provide complete specifications. Because a thorough, specific RFP minimizes the suppliers' risk, they in turn can present aggressive pricing.

No savings, no fee

If ERA finds no savings, there is no fee. Consultants are paid based on savings found.

"You guys have done what I've been trying to do for three years – but couldn't. Either I didn't have the time, the energy or the expertise."

Chris Richards, Senior Vice President & General Manager - Gleason Industries, U.S.

Some common cost categories where Expense Reduction Analysts can find savings

Air/Ground Courier
Chemicals
Equipment Leasing
Factory Consumables
Freight (LTL, FTL, Int'l)

Information Technology
Insurance
Janitorial Services
Laboratory Supplies
Medical Supplies

Merchant Card Fees
Office Supplies
Packaging
Payroll Processing
Print Services

Records Management
Telecommunications
Temporary Labor
Uniforms and Linens
Waste Management

find extra profit

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