



**Expense Reduction
Analysts**

**Your Success
is Our Mission**



We help organizations reduce costs and increase cash flow

Who is Expense Reduction Analysts?

Expense Reduction Analysts (ERA) is a global firm that delivers additional cash flow to their clients through savings found in their supplier base, without compromise to supplier quality or service.

Find and Maintain Profit

ERA brings specialized expertise, real-time industry benchmark data, and practical industry insider knowledge for dozens of supplier industries to extend your ability to find cost savings over and above what's expected by any in-house organization. It is not our goal to inspect or critique your current expense management strategy, but to support it and extend it with capabilities beyond what's practical for any organization to maintain internally.

We have dedicated specialists—with an average of 20 years' experience—who devote themselves to understanding the unique attributes of suppliers and their industries in cost categories, such as office supplies, telecom, and financial services. They use this expertise and proprietary tools to deliver significant savings to our clients in ways that would be very difficult for them to do on their own.

We'll undertake a review to assess opportunities for cost savings across your company's spending categories and present findings to you to let you know if significant savings are available, how much, where it is, and how you can get it back to work in your business. You then decide the way forward.

Our processes, resources and systems ensure minimal impact on your internal resources. ERA also monitors supplier performance to ensure that all new savings and new cash flows are sustainable.

Throughout this period, you will have access to all the benefits we provide related to supplier negotiations, supplier performance monitoring, and detailed management information and reporting. ERA collaborates with you on a fully transparent basis, allowing you to retain control of all the key elements of our engagement.

Working With Suppliers

There are many qualitative benefits that should be maximized in any supplier relationship. The primary objective is to obtain best-pricing without any compromise to supplier service and quality.

Our insights into each supplier industry ensures that all methods of restructuring requirements and leveraging the unique elements of each supplier industry are used to lower the total cost of their products and services. When negotiating with suppliers, we do so without disrupting the valued relationships your organization has established. In fact, in most cases ERA's proven methodologies and market power result in lower costs with your incumbent suppliers with equal or better service.

Our Commitment to You

We have worked with thousands of satisfied clients in North America alone, and our "No Savings, No Fee" guarantee underscores our commitment to you.

Let Us Help

We're ready to help you discover the cost-saving solutions that are right for your organization. Contact an ERA Consultant in your area to learn how we can help you find additional cash flow.

ExpenseReduction.com

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