

## An educational institute enhanced its internal processes, leading to an average of 42% savings in annual costs.

**CLIENT:** Vocational Education & Training Providers  
**SECTOR:** Education  
**COST CATEGORIES:** Records Management, Telecommunication, Utilities, Gases, Copiers, Facility Management.

While the monetary benefits were substantial, the primary advantage lay in offering the CFO and Board reassurance that their costs were now managed and comprehended more effectively.

### CASE SUMMARY

With the impact of international student revenue across Australia and uncertainties in Government funding, the educational sector is increasingly seeking ways to reduce costs to sustain operations.

A swift and comprehensive review of expenditure management was needed in response to a board directive from one of Victoria's premier public vocational education and training providers to enhance financial self-sufficiency.

Recognising the lack of internal capacity and expertise for such a task, the newly appointed CFO enlisted Tim Woods and a team of ERA Group analysts to review various expense categories thoroughly.

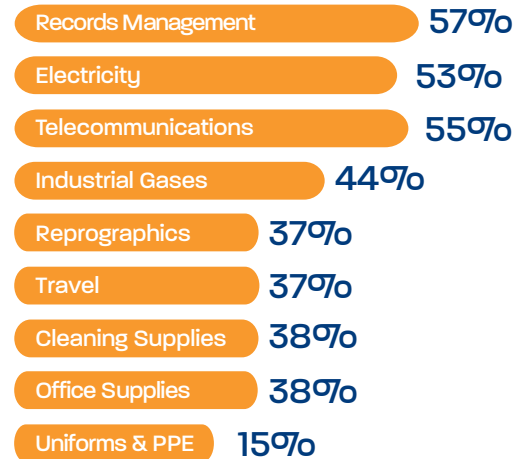
After this review, ERA Group provided an average saving per category of 42% while simultaneously enhancing the quality and internal processes, ensuring that the board directive was being effectively fulfilled.

As well as identifying \$2.25 million in annual savings across nine initial categories, ERA identified and introduced improved processes, technological systems, supplier terms and levels of quality.

ERA also managed the operational transitions to the new and renegotiated incumbent vendors to maintain business continuity. To ensure the savings were delivered as proposed, ERA monitored supplies for at least 24 months.

ERA Group provided far more value than just dollar savings. Whilst these were significant, the main benefit was providing the CFO and Board with the comfort that their costs were now under control and better understood.

### SUMMARY OF SAVINGS



**AVERAGE SAVINGS** 42% (\$2,250,000)



"We were also able to introduce better processes, quality of supply, vendor agreements and technology platforms for nearly every expense category. This was all done with minimum time input by their management and staff which made the process easy for them."

**Timothy Woods**  
Principal Consultant

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So contact us today to discover the true potential of your business.

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