

Greater Cooperation and Bigger Savings

CLIENT: HEFTER Group (Germany)
SECTOR: Manufacturing
COST CATEGORIES: Freight, small package and courier

THE PROJECT

For over 50 years, the HEFTER Group, which consists of 3 companies, has been designing, manufacturing and precision mechanical products for various industries. HEFTER is not only involved in production, but also in many individual services regarding the fine mechanical components and the system delivery. In addition to the development and manufacturing of products, the company is also in charge of the dispatch of complete systems and provides their customers and partners with spare parts and subsequent deliveries.

The HEFTER Group commissioned Expense Reduction Analysts to investigate logistics costs for land freight and courier services and to optimise without compromising on quality.

In the area of freight, the company had up to now worked with seven different hauliers and with a single provider for courier services. The aim was to consolidate the volume of freight whilst reducing the number of suppliers. To do so, Expense Reduction Analysts first investigated the delivery structure and associated costs. On the basis of this data, 14 service providers were invited to tender and to offer their own suggestions for improvement.

Following this tender, Expense Reduction Analysts developed three options to reduce the number of suppliers, the costs, simplify the handling and improve the structure of the HEFTER Group; the option chosen by the Group enabled them to save around 64,000 Euros, i.e. 26% in the cost of freight and courier services.




WHAT THE CLIENT SAYS

We have learned a lot from Expense Reduction Analysts and are applying this knowledge in other areas as well.

JÜRGEN DOLESCHAL, PURCHASING MANAGER OF HEFTER MASCHINENBAU GMBH

THE RESULTS

Annual savings: 64,000 Euros (26%)