

Expense Reduction Analysts' success with Gunnebo Spain transforms it into a transnational project

CLIENT:	Gunnebo Spain
SECTOR:	Security
ADDED VALUE:	Optimized indirect expenses across multiple categories and countries

THE CHALLENGE

What does a large International company do after completing 40 acquisitions across 30 countries?

They remove duplicity and optimize their costs wherever possible. The method for core business operations is a common process to experienced staff who manage core cost areas.

But how do you optimize indirect expenses across so many business units and countries? Read below to see how one such company solved that problem.

THE CLIENT

Gunnebo is an international company specialised in security systems. With 6,000 employees in 30 countries they offer the best solutions to protect individuals, buildings and properties.

Following the acquisition of over 40 other companies, Gunnebo started a process of restructurations and transformations, including the reduction of expenses. However, this project remained inactive as no-one knew how to tackle it and with what structure. This was the reason Expense Reduction Analysts were called to help.

THE PROJECT

Expense Reduction Analysts started working with Gunnebo Germany and Gunnebo Spain, where they obtained an average of 20% savings in different cost categories. The customer satisfaction was so high that Expense Reduction Analysts were asked to apply their methods to other European offices.

What also convinced Gunnebo was the fact that there was a worldwide network of Expense Reduction Analysts experts who could be involved locally, and that the fees were based on the results achieved.

Expense Reduction Analysts has implemented the Indirect Materials Optimisation Programme (IMOP) in fifteen European countries: Sweden, Denmark, Netherlands, Belgium, United Kingdom, France, Switzerland, Finland, Norway, Germany, Portugal, Italy, Austria, Spain and Eastern Europe. This was led by Jose Maria Linares and Celso Rodriguez, in collaboration with Gunnebo's management team. The job was to achieve the successful coordination of 50 Expense Reduction Analysts' experts, working together to optimise costs in over 20 categories, some of which common to all and other specific to each country.

CATEGORY	SAVINGS
Fleet Management	10%
Freight	18%
Telecommunications	35%
Insurance	21%
IT	58%
Travel	4%
MRO Consumables	7%
Cleaning	19%
Waste management	31%
Warehousing	27%
Printing	28%
Packaging	12%
Office Supplies	20%
TOTAL	19%



I am overall very satisfied with the work currently done and would recommend them for mainly the minimal financial risk it poses on top of the quality of work achieved by each cost category analyst.

ORIOLO CLOSA, GROUP CATEGORY MANAGER, GUNNEBO.

Interview with Oriol Closa, Group Category Manager, Gunnebo.

SINCE WHEN HAVE YOU BEEN WORKING WITH EXPENSE REDUCTION ANALYSTS?

I started working with them over 2 years ago, when they participated in the analysis of Gunnebo Spain indirect costs, but only occasionally.

From November 2011, we started working together on the international project that I am managing (IMOP). I suggested commissioning them to analyse and optimise Gunnebo's indirect costs across Europe and here we are.

HOW DID YOU FEEL THE NEED TO SIGN UP WITH THEM?

In April 2011, I was appointed Head of International Purchases for indirect materials, and thought that Gunnebo would need an external partner that would be solvent, professional and wide-spread to lead a European project of costs optimisation, all this without taking too many economic risks.

WHAT STRUCTURE DOES GUNNEBO HAVE IN SPAIN?

The company has currently 362 employees with 16 offices; our main activity is to provide comprehensive security services that can range from a safe to the installation of CCTV systems, etc.

WHAT IS YOUR LEVEL OF SATISFACTION WITH EXPENSE REDUCTION ANALYSTS? WHAT WOULD YOU RECOMMEND THEM FOR?

I am overall very satisfied with the work currently done and would recommend them for mainly the minimal financial risk it poses on top of the quality of work achieved by each cost category analyst.

IN YOUR OPINION, WHAT SPECIFICALLY MADE YOU COMMISSION THE PROJECT TO EXPENSE REDUCTION ANALYSTS?

The business model, in which each cost category is analysed by a dedicated expert, and the fact that there is no remuneration until there are savings generated for the company.

HOW DID YOU GET THE IDEA TO EXPORT THIS REALISATION TO THE DIFFERENT COUNTRIES WHERE GUNNEBO CAN BE FOUND?

We do not have sufficient internal resources at Gunnebo to address this type of projects with a guarantee of optimal quality and deadlines. So I thought that Expense Reduction Analysts, with their international network, could compensate for the lack of internal resources.

