

Cost Optimisation - an Element for a Successful Formula

CLIENT:	Azelis
SECTOR:	Chemicals
ADDED VALUE:	ERA's experience and in-depth expertise of the market enabled further savings of 10%

THE EXPENSE REDUCTION ANALYSTS TEAM

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ABOUT THE PROJECT

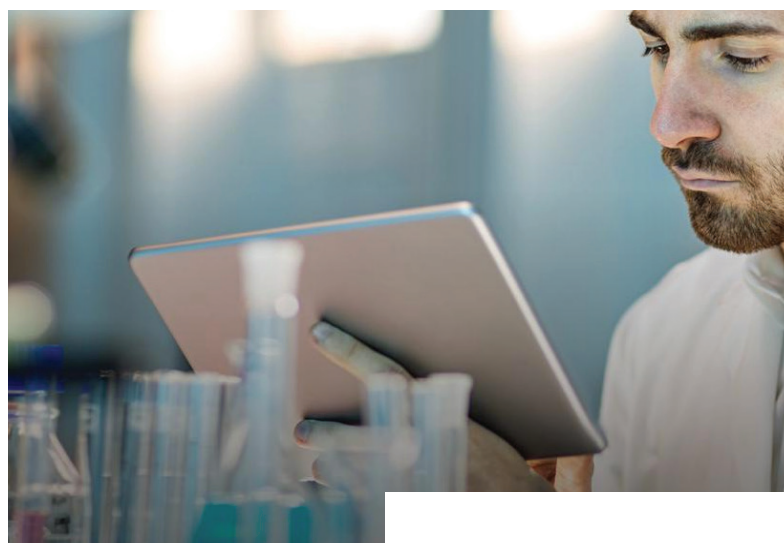
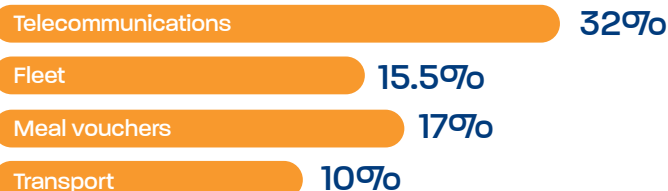
Azelis was founded in 2001 from the merging of two companies, the Italian Novorchem and the French Arnaud, and is now a worldwide leader in the distribution of specific chemical products.

Since the early 2000s, the company has experienced an exponential growth that has transformed it into a current multinational business with 1,700 stores, 80 offices in 40 countries across the globe and more than 27,000 customers. Azelis offers products for the agriculture, food, hygiene and personal care, pharmaceutical, and veterinary markets.

Whilst the company was fully growing both in terms of staff and turnover, the management decided that it would be judicious in this context to ask an external consultancy specialised in cost management to optimise spending in several cost categories.

Each category had its own specific features and characteristics but the most complex was the transport products, transport is a sensitive area, divided in category - representing also a big spending budget. For a company distributing chemical different sub-categories that must comply with EU regulations and very high safety standards. Though the Azelis logistics manager Claudio Bacullo was doing an excellent job with the cost optimisation in this category, ERA's experience and in-depth expertise of the market enabled further savings of 10%.

THE RESULTS



"In Azelis, as in every healthy company, there is a strong focus from headquarters on cost optimisation; the project managed with Expense Reduction Analysts has allowed us to achieve interesting results here so we are looking to "export" the model in other countries."

MARTTI KIJÄRVI, PROJECT MANAGER