

# Being on the same page with Publisher brings Significant Results

CLIENT	Lannoo Uitgeverij
SECTOR	Publishing
COST CATEGORIES	Cleaning, Courier, Freight, Fleet Management

## PROJECT

Located in the Flanders region, Belgium family-owned enterprise Lannoo Uitgeverij is a principal book publisher with a wide portfolio of titles in many topics including: lifestyle (architecture, cooking, gardening...), children, non-fiction (history, religion, education...) as well as fiction. The Group defines itself as aiming to be a leading, creative and innovative publisher that creates economic and cultural value. Though procurement of operational products and services is decentralised throughout the organisation, the company is very focused on cost awareness and sustainable business practices.

ERA-consultant Peter de Heer met with the COO and CFO who were open-minded about discovering new ways to achieve savings. Several cost categories were investigated; for a few of them -printing, waste and temporary labour-, ERA concluded that the Lannoo in-house procurement was very efficient and no further cost optimization could be achieved.

For the expenses on cleaning, courier, and fleet management however, the in-depth category knowledge of ERA experts enabled substantial savings. The collaboration is still ongoing on other areas.

## THE RESULTS

Double-digit savings on cleaning, courier and fleet management expenses.

## TEAM ERA

Peter de Heer, Benoît van Wassenhove,  
Johan Van Delm



# LANNOO

"As this solid multi-generation family business was already very cost-conscious when we started our cooperation, we were immediately on the same page; the collaboration went well, and thanks to this mutual understanding the results were tangible."

PETER DE HEER, PARTNER, ERA

"The ERA experts brought specific knowledge and expertise that we did not possess in-house and their ongoing and accessible support enabled us to achieve significant savings."

FRANK DE WULF, COO, LANNOO UITGEVERIJ