

ManpowerGroup Portugal Optimises Costs with ERA Group's Expertise

“ The trust ERA Group built with us from the beginning, combined with their deep expertise, was absolutely essential in achieving our ambitious cost optimisation goals. ”



ManpowerGroup™

RUI TEIXEIRA, COUNTRY MANAGER, MANPOWERGROUP



Annual savings: **20%**

Cost categories: Energy,
Telecommunications, Fleet,
Facilities, Insurance, and Fuel Cards.



The client

ManpowerGroup, a multinational company with a strong presence in Portugal for over 60 years, operates across three primary brands: Manpower (temporary work and recruitment), Experis (delivering in-demand IT talent and solutions), and Talent Solutions (consulting and talent cycle management).

The challenge

The organisation faced the challenge of optimising various operational costs amidst rising expenses in areas such as energy, fleet, telecommunications, facilities, insurance, and fuel cards. They needed a specialised partner to help identify better suppliers, optimise procurement, and renegotiate costs without compromising on quality.

ManpowerGroup sought out ERA Group due to their ability to provide comprehensive cost management and optimisation services. ERA Group's approach focused on thoroughly analysing and renegotiating existing contracts across multiple cost categories. The goal was to achieve significant cost savings while maintaining or improving service levels.

Country Manager, Rui Teixeira, said the collaboration was built on trust, with ERA Group quickly understanding ManpowerGroup's business model and operational needs. ERA's extensive market knowledge and negotiation expertise were pivotal in driving successful outcomes across the board.

The result

The partnership between ManpowerGroup and ERA Group yielded impressive results, with overall savings of approximately 20% across the analysed cost categories. This substantial reduction in costs was achieved without sacrificing service quality or operational efficiency. One of the key advantages of working with ERA Group was their “no savings, no fees” model, which aligned perfectly with ManpowerGroup's objectives. This approach made the partnership risk-free, allowing ERA Group to focus on delivering concrete results while effectively navigating complex market conditions and securing long-term business sustainability.

