

# Expense Reduction Analysts save Almedica £357,791 annually

CLIENT:	Almedica
SECTOR:	Medical
ADDED VALUE:	Successfully helped to identify an impressive annual saving of £357,791 for the Medical Diagnostics Company.

Expense Reduction Analysts (ERA), engaged by Almedica Managing Director, Richard Todd and Purchasing Executive, Fred Gilliver, have successfully helped to identify an impressive annual saving of £357,791 for the Medical Diagnostics Company.

Fred Gilliver comments, “Medical trials packaging is a complex business with very stringent quality and service requirements and significant penalties if things go wrong. We’re really not interested in simply buying more cheaply if there’s a risk attached. It’s Expense Reduction Analysts’ ability to deliver considerable bottom line savings without risk to quality or service which ensures that we keep finding them new areas of our business to look at.

“At the end of the day it’s all down to team work, and Expense Reduction Analysts really does function as part of our extended management team. This level of credibility and trust allows them to propose even challenging changes. It’s not a matter of just paying a bit less for what we buy, it is also about assessing our specific needs and how best to ensure value for money from our suppliers.

“We’ve been working with Expense Reduction Analysts for four years so far. During that time we’ve formed close working relationships with the consultants, firmly founded on the professionalism that they bring to every project they undertake for us.”

ERA added, “We are currently investigating a spend of over £500,000 on medical trials cartons for Almedica and we are confident that we will again find some good savings while maintaining the high quality and service standards that Almedica demand from their suppliers.”

## SUMMARY OF SAVINGS

General Stationery	22%o (£4,437)
Corrugated Cartons	18%o (£33,875)
Polystyrene Packaging	51%o (£37,347)
Labels	47%o (£73,941)
Other	42%o (£208,181)

TOTAL - £357,791



“While costs are important, service and quality are crucial to our business, Expense Reduction Analysts success has been to maintain service and quality while at the same time securing significant cost savings. Its professional approach has created the trust to look at ever more complex parts of the business.”

RICHARD TODD,  
MANAGING DIRECTOR, ALMEDICA