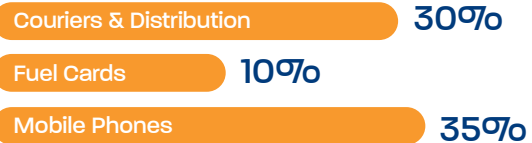


ERA turns up the heat: Impressive insights & significant savings for Alpha Heating Innovation

CLIENT:	Alpha Heating Innovation
SECTOR:	Manufacturing
COST CATEGORIES:	UK Couriers & Distribution, Fuel Cards, Mobile Phones & Fleet

SUMMARY OF SAVINGS



After collaborating with ERA, leading heating company, Alpha Heating Innovation has reduced spend in key areas and has improved service to their customers. They are now confident that they are getting best value from their suppliers.

THE CLIENT

Alpha Heating Innovation (Alpha) is committed to meeting the needs of all its customers, combining traditional business values with a highly innovative approach to all aspects of its operation - an ethos that has been paramount to the company's success within both the residential and commercial heating markets since its inception over 50 years ago. Alpha is part of Immergas, market leader in its home country of Italy and arguably Europe's leading heating appliance manufacturer.

THE CHALLENGE

New to his role, Michael Wilson, Finance Director at Alpha, prioritised investigating overheads and making savings, however he and the Alpha team didn't have the time to investigate in-depth. That's where ERA came in.

Impressed with ERA's process, approach and commitment to get 'best value' for their client, Michael engaged Peter Corning, Principal Consultant at ERA, to deliver 4 projects; Distribution (Pallets and Couriers), Fuel Cards, Mobile Phones and Fleet.

For Alpha to provide a first class service to their customers they need a reliable, trustworthy and proactive distribution service. The incumbent was falling short, and therefore a Distribution review was a priority for Alpha.

To begin finding the best value for Alpha in their Distribution spend, Peter sought the expertise of Charles Reid, ERA's Distribution Specialist. Charles' obvious expertise and background reinforced Alpha's confidence in ERA's capabilities.



Alpha

"The ERA expertise has helped us to become much leaner and more resilient especially in light of COVID and Brexit."

MICHAEL WILSON
FINANCE DIRECTOR, ALPHA INNOVATION

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THE SOLUTION

Following a review of Charles' recommendations for Distribution, ERA created a short list of potential suppliers across the Pallets and Courier services. Charles organised supplier presentations after which Michael and Logistics Manager Lee Battell selected a supplier for each service. The forecast saving was 30% on a spend of £540k.

From project kick off to implementation, the process (which included IT integration), took only 15 weeks. The savings were immediate, and larger than expected. Alpha were also able to provide enhanced customer service thanks to the real time status information provided by the new supplier and interfaced directly into the Alpha IT systems.

The Fuel Cards project saw a 10% saving with a new supplier. Not only was the fuel price reduced but importantly it was fixed and linked to the wholesale price of fuel. This meant Alpha immediately benefitted when the wholesale price of fuel dropped. There were also savings as the transaction and monthly card charges were removed.

Alpha stayed with the incumbent supplier for Mobile Phones but obtained preferential rates, saving a substantial 35%. Alpha's Fleet solution was also reviewed and found to be competitive. ERA provided an additional option alongside their current supplier.

Michael feels that ERA have added great value and have delivered significant savings for Alpha. This has enabled Michael and his team to focus on business, supported by their valued suppliers.

"One unexpected benefit that ERA bring is their proactive management of any supplier issues throughout the engagement, allowing Alpha to focus on their business."

MICHAEL WILSON
FINANCE DIRECTOR, ALPHA INNOVATION



We see opportunities where you never thought possible.
So contact us today to discover the true potential of your business.

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