

# Anticimex's external costs were analysed, optimised and reduced efficiently!

CLIENT:	Anticimex Danmark A/S
SECTOR:	Pest Control and Food Safety
COST CATEGORIES:	Fleet Management, IT, Telecoms, Work Clothes, Traps & Consumables, Chemistry and Cleaning

## THE CLIENT

Anticimex's vision is to be the global leader in preventive pest control. Founded in Sweden in 1934, the company have been at the forefront of the field, offering the best solutions available in order to give customers peace of mind.

At the heart of Anticimex are their people and mutual values. By offering excellent service, they build long relationships based on trust and respect. Anticimex continuously look at how they can improve their offering to give customers a competitive advantage in their business. Anticimex are passionate about what they do and enjoy sharing knowledge to help others.

With this at their core, Anticimex are proud to be the modern pest control company, offering modern solutions for a modern society. Their definition of modern is in their approach and how they operate. Anticimex work with prevention in mind, using in-depth knowledge and experience to minimise the risk of problems occurring.

Anticimex embrace new technology which enables them to offer customers a more efficient, accommodating and environmentally friendly service. Anticimex also strive for sustainable solutions so that customers can be assured that the service provided is designed to last.

## THE CHALLENGE

Talking to CFO Thomas Høpner:

### Why did you hire Expense Reduction Analysts?

We entered the collaboration with the goal of reducing costs. We are owned by private equity funds and therefore have an ongoing desire to constantly make ourselves more competitive, especially when it comes to our cost levels. In addition, we acknowledged that we did not have the necessary resources internally to go in depth with the various cost categories that required review.

When ERA contacted us, we were in the middle of a major acquisition and decided after the first meeting that the time was right to enter a partnership. We were especially pleased to learn that ERA's methodology includes their involvement from start to finish, for example, they assist with implementation following their professionally designed recommendations proposal.




"Given the results we have achieved and the good spirit of cooperation we have experienced, I can't recommend ERA highly enough. I think many companies can get much more than just great savings out of an ongoing partnership with ERA. It is about having control over external costs and by consulting experts like ERA, within a wide range of supplier industries, we can ensure that best practices, industry specific developments, regulatory aspects and other matters that may adversely affect one's performance are handled in a timely manner."

**THOMAS HØPNER**  
CFO, ANTICIMEX DENMARK

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## How has it been working with ERA?

We have been happy with the collaboration since the beginning. It is important for us that an external consultant familiarises himself with our DNA, understands why something is especially important to us and shows a pragmatism in relation to solving the challenges that may arise. ERA has shown this understanding from day one and we have quickly gone from perceiving the various specialists from ERA as external resources to trusted advisors. As a result, we trusted ERA to review our most sensitive cost categories and together, we found applicable solutions.

At first, we were a little sceptical about whether we would run the risk and change our setup within IT and telecoms as these are very important tools for our employees. But due to the quality of the work and the trust we have built, we have implemented new solutions that benefit us on several levels.

With this in mind, I would like to emphasise that the consultants we have met from ERA are all experienced and competent in relation to the areas they work within.

## What do you value the most about ERA's projects?

We have learned that ERA's work concentrates on finding solutions that are practical and quick to implement. Each project basically follows the same process, and thus the reports are presented based on a template that is recognisable and easy to use to be able to make an informed decision. The results are documented, concrete and realistic. ERA works on success fees, which means that we have not only collaborated on analysing and optimising, but equally, on getting the chosen solutions implemented and followed up, so that savings and other improvements are realised and not just numbers and intentions in a report.

## THE RESULTS

### Which areas of spend did you review during the partnership?

At the beginning of the partnership, we decided to review our spend in fleet management, IT, telecoms and cleaning. In addition, we merged traps, consumables, workwear, and tools into one project. We also started a chemistry project, but due to the state of the chemical industry during the Covid-19 pandemic as well as changes in our range, we jointly chose not to proceed with the project after the analysis stage.



## What were the results obtained in each one of the categories analysed?

As mentioned, we entered the collaboration with the aim of achieving savings, and we had a good idea that it would be possible to achieve results. The reality, however, exceeded our expectations! When all projects are fully implemented, we will realise annual, measurable savings, which in percentage terms are double-digit. The value of our collaboration therefore runs into millions of kroner. That is a lot of money for a company like Anticimex Denmark A/S.

In addition to the savings, we have been exposed to ERA's industry knowledge and gained access to solutions we could not have previously found ourselves. This applies to sourcing new suppliers, the handling of cost categories and how we measure quality and results etc. It is also very valuable for us to know that we have now reviewed all contracts and can be confident that they are up-to-date and very competitive on parameters such as price, service level, legislation, regulations, etc.

We are really satisfied with our partnership with ERA, not only because of the savings achieved, but also because our external costs are now fully optimised and under control.