

Breathing more easily with The British Lung Foundation

CLIENT:	British Lung Foundation
SECTOR:	Charity Foundation
COST CATEGORIES:	Stationery and Computer Consumables

THE CHALLENGE

The British Lung Foundation (BLF) is the only charity in the UK that funds research into the prevention, diagnosis, treatment and cure of all lung diseases, which are Britain's second biggest killer. This vital work is funded entirely from voluntary contributions, so every penny that can be released from the overheads of running the charity counts towards finding a cure.

With this in mind, the British Lung Foundation engaged Andrew Lees of Expense Reduction Analysts (ERA) to review expenditure on stationery and computer consumables. This resulted in identifying extra funds of 36% via a change of supplier. ERA undertook the full review from data collection, through to tendering and implementation, and liaised with Debbie Whatt, Head of Finance, throughout the project.

Debbie Whatt says, "I was surprised by the savings identified by Expense Reduction Analysts as I had previously thought we were obtaining good prices (a 40% discount from our existing stationery supplier). I have been impressed with the professionalism and unobtrusive approach to the British Lung Foundation and our suppliers. I was kept informed throughout the process and have since asked Expense Reduction Analysts to review other areas of expense."



"I was surprised by the extra funds found and the unobtrusive approach not only to the British Lung Foundation but also to our suppliers."

DEBBIE WHATT,
HEAD OF FINANCE, THE BRITISH LUNG FOUNDATION