

Great savings for DBS Law

CLIENT:	DBS Law
SECTOR:	Professional
COST CATEGORIES:	Records Management, Storage, Secure Shredding

Expense Reduction Analysts (ERA) work with DBS Law on a classic post-merger integration project, saving the firm significant amounts on their Records Management.

THE CLIENT

DBS Law is boutique commercial and private law practice offering accountancy and marketing support to businesses to complement its legal work.

THE CHALLENGE

Finance Director, Jonathan Haigh retained the services ERA Legal to review the firm's expenditure for Records Management. Peter Lee, ERA Legal's Lead Consultant for Records Management was tasked with providing options to consolidate the fragmented storage & secure shredding arrangements inherited through merger and acquisition.

In an open tender process several competitive offers were received. DBS Law opted to consolidate all storage and secure shredding with their existing main supplier - achieving tariff savings of 55%. ERA oversaw the file transfer process which saw each file moved into store recatalogued providing DBS with clarity on the full extent of the archive.

Jonathan Haigh, Finance Director commented, "Consolidating our files has helped the firm a great deal. The supplier's Account Manager has been on hand to deal with each issue as it has arisen and we now have a common approach to file closure and archiving across the firm."

Jason Adderley, Lead Consultant for ERA Legal adds, "Our work with DBS Law is classic post-merger integration. We're monitoring the service received by our client to ensure it meets the high standard they expect - and the savings delivered are spot on our projections."



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JONATHAN HAIGH,
FINANCE DIRECTOR, DBS LAW