

ERA achieves swift results for London based independent Prep School, Finton House

CLIENT:	Finton House School
SECTOR:	Education
COST CATEGORIES:	Managed Print
VALUE ADD:	<ul style="list-style-type: none"> - Independent and objective market review of existing Managed Print fleet - Better suited local supplier - Greater visibility and control over spend with installation of a new software solution

SAVINGS PER ANNUM



THE CLIENT

Finton House School is a non-selective independent school bordering Wandsworth Common, South West London, offering a fully inclusive education to boys and girls aged between four and 11 years. The school was founded in 1987 as a charitable trust.

THE CHALLENGE

During an initial meeting, Guy Collins-Down, Bursar at Finton House School, was happy for Expense Reduction Analysts' (ERA's) Key Account Manager, Stuart Hallam, to review the school's spend requirements.

Finton House School had intended to replace their Managed Print fleet over the summer holidays, however, due to more immediate priorities caused by COVID-19 resulting in the school having to close in March 2020, it was not practical to undertake a 'cost exercise' themselves. As soon as the school returned in July, there was a pressing urgency to organise the new fleet to be installed in time for the new term starting in September 2020.

Stuart brought in one of ERA's Managed Print Specialists, Andy Kinnear, who not only has a wealth of experience within the industry with 30 years tenure, he also has vast experience within ERA, having undertaken over 100 Managed Print projects.

Andy explains, "As a result of schools not being able to perform their normal duties from March to July 2020 due to the UK's lockdown, there was clearly a challenge in understanding the current situation - as well as preparing and sending a tender, analysing the results and then presenting back to the client so that the new fleet could be installed ready for the new term. As no schools were able to install a new fleet during the Easter Holidays or May Half Term, the biggest challenge came from the enormous demand and limited capacity due to the furlough of staff and from schools requiring a summer holiday installation."



"I gave Expense Reduction Analysts quite a challenge in getting them to understand the schools current situation quickly, prepare and submit the tender and then report findings - all for an early September installation; this was all achieved within three weeks. I was suitably impressed at the level of detail and professionalism and short turnaround in delivering their findings."

**GUY COLLINS-DOWN,
BURSAR, FINTON HOUSE SCHOOL,
OCTOBER 2020**

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THE SOLUTION

Andy's first task was to conduct a benchmarking exercise and an in-depth analysis of the existing fleet whilst also understanding existing contract liabilities.

"The current fleet was a mixture of both 'managed' multifunction devices and non 'managed' desktop printers, the latter with very expensive running costs and offering no control, visibility or transparency of both spend and usage", Andy continues.

It is very common for schools to have lots of unmanaged desktop printers and this often results in large print consumable costs. A 'commercial company' in an open planned office can often migrate desktop printers to the more cost effective multi-function devices, however in a school environment, there will often still be a need for a desktop printer due to the geographics of the school. The challenge is to find suppliers who can provide a cost effective 'managed solution' for these smaller printers whilst at the same time, provide an exemplary service and Account Management. There are many suppliers within the marketplace and it can be difficult to find a supplier who specialises in the niche marketplace that is Education.

The requirements for the new solution included not only to provide more visibility and control of all usage and costs, but to also install a new software solution that could help monitor this usage, reduce needless waste and increase the security of all the documents printed. There was also a requirement for a more 'pro-active' approach to Account Management, and for there to be a defined level of SLAs which would be reported on each quarter.

TENDER PROCESS

Andy conducted a very detailed tender exercise and included suppliers who have experience within the educational marketplace. This is where the guidance from ERA and the experience of its experts like Andy really provides added value.

As Andy explains, "All the suppliers provided very detailed and professional responses. Due to the limited time frame, they were all asked to complete their tender response within 48 hours. None of them failed to deliver on time!

"I will never compromise the quality of a tender document for the sake of time. It is very important that all the relevant questions are answered with detail, so that the client can make an informed decision on all the strengths of the respective suppliers."

VALUE ADD - OTHER PROJECTS UNDERTAKEN

With the early success implementing a new managed print fleet, Guy was happy for ERA to review other categories of spend for the school. These included Business Rates, Water, Stationery and Utilities. The next steps will be to identify and confirm other areas of opportunity. The projects savings are set to release valuable funding for future school projects.



GUY COLLINS-DOWN, BURSAR AT FINTON HOUSE SCHOOL, SUMMARISES THE VALUE OF THE SCHOOL'S PARTNERSHIP WITH EXPENSE REDUCTION ANALYSTS:

"Expense Reduction Analysts clearly have excellent leverage as we would have found 51% savings very difficult to achieve ourselves."