

Consolidation is key for Gullands Solicitors: Expense Reduction Analysts streamlines Utilities, Office Supplies and Print to deliver savings

CLIENT:	Gullands Solicitors
SECTOR:	Professional
COST CATEGORIES:	Electricity, Gas, Office Supplies & Print

SUMMARY OF SAVINGS



THE CLIENT

Gullands Solicitors is a leading law firm based in Maidstone, Kent, with a legal tradition spanning more than a century. Gullands offers city expertise with provincial fee structures, so that clients get the best legal services for an affordable price.

THE CHALLENGE

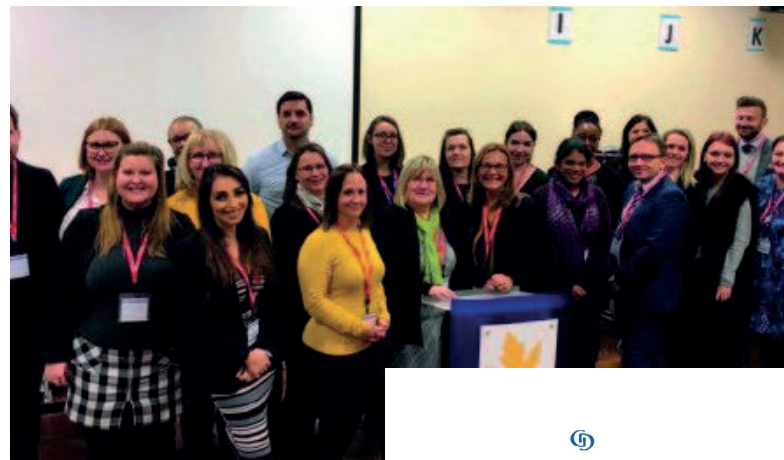
“Paul Mannering, Practice Manager at Gullands, visited our stand at the Kent trade show and the relationship grew from there,” says Robert Stearn. “We discussed various possible projects, and based our savings target on five. In the end, however, we achieved a remarkable 93% of that target by working on just two.

“I introduced my colleague, David Keating, to coordinate the projects in his usual expert manner, and Gwyn Williams to analyse Utilities, and Anthony Kinder to investigate Office Supplies and Print.”

“Gullands were very keen to use a local supplier,” says Anthony Kinder. “Quite rightly, they see themselves as part of the local community, and they wanted to support other local businesses. They had been using different suppliers for Offices Supplies and Print, but I analysed their requirements, ran tenders and managed to find one who could do both, whose pricing was extremely competitive and who I thought was local enough for them.

“In the new supplier’s first meeting with the client, it soon transpired that they and Gullands were both familiar with the area having lived locally for many years. I was left as something of a bystander amid the friendly talk of schools, local events and people, but it was clear that the ‘local’ box had been ticked.

“This supplier has since proved their worth with excellent service and value.”



“The service we received from Expense Reduction Analysts was exemplary. Unlike many firms who say they can save you money, they worked very much with the supplier relationships that we had cultivated and the contracts that we had negotiated, but still provided us with significant financial advantage. I would certainly recommend them to anybody who asked.”

PAUL MANNERING,
PRACTICE MANAGER, GULLANDS SOLICITORS

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“Gullands were a classic case where we could really help with their Utilities arrangements,” says Gwyn Williams. “They had four different suppliers, providing eight sites with electricity and four with gas. And all of these contracts had different end-dates.

“We were able to consolidate all of these under one supplier, and synchronise all but two of the twelve contract renewals. It was not easy; it took a lot of hard work; and it is the sort of change that Gullands, with all due respect, could not have achieved on their own. But the result is streamlined administration and of course significant savings.”

Paul Mannering sums up the benefits of his company’s partnership with Expense Reduction Analysts, “We came to Expense Reduction Analysts at a time when we were trying to get a firmer handle on our outgoings, especially things like utilities and stationery. Unlike other firms who do the same thing, they worked to understand our existing relationships, took those as starting points, and still delivered impressive savings. We are really pleased.”