

Expense Reduction Analysts Fleet Testimonial

CLIENT: Lyreco
 SECTOR: Commercial
 COST CATEGORIES: Fleet Cost Management

SUMMARY OF SAVINGS

Project Savings

11%^o

THE CHALLENGE

Lyreco, the renowned global office and work solutions provider engaged Expense Reduction Analysts (ERA) to carry out a complete review of their UK car fleet and associated costs.

Following an extensive review of all policies and procedures, together with a manufacturer and leasing company tender, Lyreco chose to implement a number of initiatives that were proposed and managed by ERA Fleet Cost Management. The results have delivered a significant six figure cost reduction, numerous operational efficiencies and moreover improved car specification for the 500+ company car drivers.

Following the success of the car fleet project, ERA then reviewed the commercial vehicle fleet at Lyreco which is delivering equally impressive results.

"At first I was a little concerned to have a cost consultant come in, but I was soon assured by the way that ERA managed their fleet projects, and very importantly I discovered that Sean had a good understanding of a Fleet Manager's perspective. After going through the process I see them more than just helping us push forward with the Company's negotiations with suppliers, I also see them as a welcome extension of the Fleet Team and I appreciate them as an added value resource we can tap into when so desired."

DAVID CADWALLADER
 FLEET MANAGER, LYRECO



"ERA has worked alongside the Lyreco Fleet Team adding strategic value to produce outstanding results that we wouldn't have achieved on our own. The industry knowledge, market transparency and leverage of the ERA Fleet Management Team lead by Sean Bingham is where I believe they have made a real difference. In addition to this, their ongoing proactive audit process ensures that pricing/processes remain competitive and efficient, which has resulted in further additional savings."

DUANE FULLWOOD
 FINANCIAL DIRECTOR, LYRECO