

Magna Housing's Operational Overhaul

“ The initial strategic overview of our expenditure provided by ERA Group allowed us as an Exec team to prioritise our spending reviews in each department. ERA Group then delivered their expertise to the areas where we needed help and that have delivered great results both in terms of reduced costs, and in ongoing visibility of our expenditure in these areas. Our collaboration with ERA Group showcases the value of partnering with experts to streamline expenses, gain control, and focus on our core mission. ”



PAUL SATCHWELL, DEPUTY CHIEF EXEC & FINANCE DIRECTOR



Summary of savings



Fuel Cards
6.6%



Insurance
33%



Mobile Phones
50%

The client

Magna Housing is a prominent housing association based in Dorchester, managing an extensive portfolio of over 8,000 homes. The organisation provides affordable housing solutions and supporting the well-being of its residents. Through strategic management and community engagement, Magna Housing aims to enhance living conditions and address the housing needs of diverse populations within the South West region.

The challenge

Magna Housing's new Finance Director faced numerous tasks and, despite initial hesitation, agreed to strategic consultations following free preliminary analyses. The aim was to identify critical areas for improvement in operational efficiency and procurement cost management without overburdening the new executive team. Chris Foster from ERA Group proposed an initial analysis, leading to a detailed partnership. The findings, presented to the Executive board, highlighted areas needing review and opportunities for ERA to assist further, focusing on insurance, fuel cards, and mobile phones over three years.

The solution

The engagement led to a clear identification of actionable areas, allowing the client's board to focus on strategic decision-making while ERA handled specific operational improvements.

The result

Insurance Optimisation: ERA's Paul Gravatt reviewed Magna's insurance ahead of renewal, tackling poor claims performance and market challenges. They designed a revised structure with higher deductibles, appointed a new broker, and achieved over 32% annual savings. Improved risk management promises further long-term savings.

Fuel Card Efficiency: ERA's Steve Vare analysed fuel card usage, securing a 6.6% annual saving with a new supplier. They mapped networks to avoid route deviations and removed transaction charges, offering fixed prices linked to wholesale fuel prices.

Mobile Phones Optimisation: ERA consolidated Magna's mobile networks under one supplier, simplifying management and providing a real-time dashboard for cost control. This resulted in annual savings over £100,000 and a flexible contract adaptable to new technologies.

