

Impressive savings for Manor Printing Services

CLIENT: Manor Printing Services
SECTOR: Printing Solutions
COST CATEGORIES: Mobiles, Energy, Couriers, Paper

Partnering with Expense Reduction Analysts (ERA) enables restructure to paper purchasing arrangements to take advantage of better terms from the merchants.

THE CLIENT

Manor Printing Services was established in 1970 and, over the past three decades, has built a first-class reputation for quality and service. Based in Wotton-under-Edge, Gloucestershire, Manor provides clients with a complete printing package - everything from the creative design work to the delivery of the finished print.

THE CHALLENGE

Following a meeting between Chris Holloway, Managing Director of Manor and Andrew Lees, Expense Reduction Analysts consultant, it was agreed that Andrew and his colleagues at Expense Reduction Analysts would first analyse Manor's level of spend on couriers.

As Chris Holloway explains, "Courier services are very important to us as they are the final link with our customers in getting orders to them on time and in good condition." Expense Reduction Analysts consultant Andrew Lees appointed fellow consultant Jeff Farn to the project and between them they have been able to identify annual savings of 34.8%. Chris goes on to say, "I was pleasantly surprised by the annual savings that were achieved, and with no loss of service quality. We have since asked Expense Reduction Analysts to review our expenditure on electricity, mobile phones and bank costs."

"Our partnership with Expense Reduction Analysts has also enabled us to restructure our paper-purchasing arrangements to take advantage of better terms from the merchants."

For each different project, Andrew brought in other consultants who are experts in their own fields. Andrew Willis investigated mobile phones whilst Andrew Appleton reviewed Manor's energy costs. Meanwhile, Richard Anson was called in to help with negotiations with paper merchants, and banking expert, Mel Williams is awaiting a start date for his part of the project. To date, Andrew Lees and his Expense Reduction Analysts team have managed to achieve total savings of £18,418 for Manor Printing Services.

Chris Holloway adds, "I have no hesitation in recommending their services to any business or organisation that wishes to reduce its overhead costs."

SUMMARY OF SAVINGS



"All of these projects have delivered savings faster than we could have achieved internally. Andrew and his team worked in a professional manner and with minimal disruption to our staff and business."

CHRIS HOLLOWAY
MANAGING DIRECTOR, MANOR PRINTING SERVICES