

# Great Savings For Mogers Drewett

**CLIENT:** Mogers Drewett  
**SECTOR:** Professional  
**COST CATEGORIES:** Records Management

In 2014 Mogers & Dyne Drewett merged to become Mogers Drewett - a 12-Partner law firm based in the South West of England able to trace its history back over 200 years.

## THE CHALLENGE

As a member of LawNet, Mogers Drewett is eligible to access Expense Reduction Analysts (ERA) on preferential terms. Following an initial discussion between practice management staff and ERA's Lead Consultant, Jason Adderley, the firm invited ERA to review records management expenditure with a view to achieving tariff savings and improved commercial terms.

Following the merger, Mogers Drewett had three different suppliers of closed paper file records management services. As well as widely diverging commercial terms and exit costs, Mogers Drewett recognised the process and compliance benefits that could be accrued by consolidating all files with a single supplier.

ERA's Peter Lee set about unbundling Mogers Drewett's contractual arrangements to provide a clear position statement with the prospective benefits that could be derived and set against the cost of change.

"We're delighted Mogers Drewett has joined our long list of LawNet clients, and we look forward to delivering further results in the other projects we have underway."

**JASON ADDERLEY**  
 LEAD CONSULTANT, EXPENSE REDUCTION ANALYSTS



"ERA helped us to consolidate and simplify our Records Management services identifying annual savings in excess of 20% and negotiating our permanent withdrawal fees down by a six-figure sum. Their work has allowed us to retain the services of an incumbent supplier, maintaining the good relationship we've established over the years. ERA reports are comprehensive and meticulous, their process is well structured and their consultants are a pleasure to work with."

**CHRIS WALPOLE**  
 PRACTICE MANAGER, MOGERS DREWETT

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On completion of the tender ERA presented Mogers Drewett with a series of options to consolidate records management services with one of the existing suppliers or to move to a new supplier.

ERA managed the migration of boxes to the preferred supplier, dealing with any matters arising in the transfer and day-to-day retrieval requests along the way.

The net benefit to Mogers Drewett is a substantial saving each year for the life of the contract, certainty over future costs and a six figure reduction in future exit charges at contract expiry which will allow the firm to leverage additional savings in future.

LawNet has nearly 70 member firms ranging in size from £2 million - £20 million in turnover. The network delivers a range of powerful benefits for its members and their clients and is passionate about helping its firms grow and be successful in their individual markets. LawNet's aim is to help firms achieve excellence, win and retain clients, reduce costs and increase profitability. Lawnet has teamed up with ERA - sector experts in supplier management and overhead efficiency to offer member firms a comprehensive review of overhead expenditure and supplier relationships.