

## Great savings for No5 Chambers

CLIENT:	No5 Chambers
SECTOR:	Professional
COST CATEGORIES:	Strategic IT, Cleaning, Office Supplies, Records Management

As one of the largest sets of barristers' chambers in the UK comprising 260 barristers, including 35 silks, No5 Chambers provides a truly nationwide service from its offices in Birmingham, London, Bristol and the East Midlands.

Throughout its 100-year history, No5 Chambers has developed a reputation for breaking new ground and continues to be regarded as a progressive and forward-thinking set, maintaining its success in traditional sectors of law whilst offering specialist advice and representation at the cutting edge of newly evolving areas.

### NON-SALARY OVERHEAD REVIEW

Expense Reduction Analysts' (ERA's) engagement with No5 Chambers commenced in 2015 with a brief to progressively interrogate all non-salary overhead expenditure.

Initial work involved ERA's core team unpicking the entire purchase ledger to confirm all existing contractual arrangements and provide a clear position statement and options for improving commercial terms, making savings and improving processes.

As part of a wide ranging strategic IT role, ERA is retained to advise on the business critical matter of Chambers Management Software dealing with contract renewal, account management, performance and archiving.

In other projects like-for-like savings approaching 30% per annum have been achieved in office consumables costs. Although a number of different suppliers provided savings opportunities ERA Legal recommended that No5 remain with their trusted incumbent provider.

Our work with barristers' chambers usually presents us with the dual challenge of presenting worthwhile savings whilst attempting to minimise disruptive changes in process, practice and suppliers. In our initial work with No5 we've achieved that which is giving chambers the confidence to call on our advice in most procurement matters.



**No5**  
BARRISTERS  
CHAMBERS

"We're making steady progress through our expenditure with ERA and we're pleased with the results to date. In particular we've been encouraged that amongst the range of options presented to us the ERA team has invariably given us an easy decision to make by sticking with an already trusted supplier. We've quickly reached the stage where we view ERA as our procurement partner."

**ADRIAN LISSIMORE**  
HEAD OF FINANCE, NO5 CHAMBERS

ERA also reviewed Contract Cleaning by challenging bidders to respond to a robust output-based specification. Savings of 20% per annum were achieved via tender and after further dialogue with No5 stakeholders ERA implemented the revised regime with the long-standing incumbent provider.

Other significant items of expenditure are being reviewed on a progressive basis; No5 had already commenced its own review of document production services for which ERA was invited to provide a commentary. ERA provided an initial assessment and some alternative scenarios to No5 enabling chambers to enter into a new contract in possession of the full facts.

## Valuable recycling accreditation for Ervin Amasteel

“Once that was accomplished, there was a whole raft of Environment Agency criteria which had to be fulfilled and complied with. However, the application process was successful, meaning that Ervin has been able to sell Packaging Recovery Notes (PRNs) and to use the resulting revenue to invest in, and further develop, its packaging recycling capabilities.

Complying with the accreditation, and reapplying for it on an annual basis is a significant overhead, and it is testament to our expertise in this area that Ervin has asked us to repeat this consultative help on an annual basis since 2010.”



### LOGISTICS: CRANEABLE TRAILERS REALISED AN ADDITIONAL TWO TONNES PER LOAD

Kevin O’Neill of ERA expands on the Logistics project: “We had a number of conversations with Ervin over a long period of time - largely around how they should integrate their new plant in Germany into their overall business plan. As part of these discussions, we undertook an exercise to look at the Logistics provision from the UK, which encompassed a detailed analysis of traffic volumes and service requirements for their UK and European Haulage. In the event, we found that Ervin was managing its Logistics very well.

However, one area that did present an opportunity was their road freight to Italy. Ervin were not entirely satisfied with their current provider. The requirements were straightforward: they needed a reliable service at competitive prices with the capacity and flexibility to manage unpredictable volumes.

Some research uncovered options that Ervin Amasteel had not previously considered, and a thorough selection and review process enabled Ervin to choose two operators offering intermodal (road and rail) services. Trials revealed a clear winner. A unique service feature of the selected operator was craneable trailers - road trailers that could be lifted directly onto the train. This equipment configuration increased capacity by two tonnes per load resulting in significantly lower unit costs.”

“When I first met with Ervin Amasteel in 2009, they had spotted an opportunity to take scrap steel cans into their feedstock, and to sell the evidence of the reprocessing of this material (Packaging Recovery Notes or PRNs) back to the original packaging manufacturers and retailers in compliance with UK Packaging Regulations, thus generating a valuable revenue stream. In order to realise this opportunity, Ervin needed to become accredited by the Environment Agency as a re-processor of packaging waste.

**PETE BRAMHALL**  
EXPENSE REDUCTION ANALYSTS