

No waste of time for St Michael's School

CLIENT: St Michael's School
SECTOR: Education
COST CATEGORIES: Print, Postage, Stationery, Waste

THE CHALLENGE

The Bursar's role in a modern school is a challenging one, often covering everything from the strategic management of school finance to overseeing facilities management.

Following a meeting with Robert Stearn, Expense Reduction Analysts' Business Development Manager, St Michael's School engaged ERA to look at a number of different areas of expenditure, including print, postage, stationery and waste on a contingency fee basis.

On the school's general waste, a 78% saving was achieved with the incumbent supplier by rationalising the basis of charging and negotiating a significant reduction in the unit cost. In addition, various ad hoc charges were eliminated from the tariff ensuring an easy to understand bill at a substantially lower cost. On recycled waste, a 41% saving was achieved.

At the end of the general waste contract the supplier imposed significant price increases. The school recognised that waste was an area where internal expertise was inevitably limited and the use of external expertise was a good insurance policy against exploitation by suppliers. Following the end of the contract period, ERA specialist Peter Lee was engaged to continue to act on behalf of the school on an ongoing basis to help manage supplier relationships and to challenge suppliers' price proposals, using his industry knowledge to compare prices against current market conditions.

Once engaged on an ongoing service contract, ERA challenged the imposed price increases and negotiated a new two year contract with a 17% reduction in lift charges. The school has found that ERA's ongoing support provides reassurance that this cost is being effectively managed. A report on each term's expenditure provides the school with the information required, ensuring they are kept up-to-date with legal obligations and can be confident that the prices they are charged are as expected (especially where landfill tax charges are applied) and actual bin lifts made are billed accurately.



We are absolutely delighted with the results of engaging ERA to explore our waste costs. I had suspected there were savings available but we just didn't have the time or internal resource to uncover them. ERA's inside knowledge and determination to find us the best service available, combined with the continued support they have provided us has enhanced our waste processes and saved us a considerable amount of money.

CHRIS YOUNG
BURSAR, ST MICHAEL'S SCHOOL