

Great savings for Woodcocks Solicitors

CLIENT: Woodcocks Solicitors
SECTOR: Professional
COST CATEGORIES: Office Stationery Supplies, Printed Stationery, Telephone Services, Electricity.

Expense Reduction Analysts' detailed analysis and review uncovered opportunities to reduce costs further by tailoring a plan to Woodcock's specific situation.

THE CLIENT

Woodcocks is thought to be the oldest firm of solicitors in England in which the founding family has been involved right through its history. They have been practising law for more than 200 years and operate from five offices in the North West employing over 100 staff.

THE CHALLENGE

When Mark Davis of Expense Reduction Analysts first visited Patricia Pilkington, Woodcocks' Practice Manager, and explained the service, she thought that there was little to be lost by letting Expense Reduction Analysts investigate some of their costs, since a guaranteed no win, no fee policy is held by them.

Mark started with their general office stationery supplies and printed stationery costs and managed to find massive savings of 49.6% and 61.7% respectively. This was achieved by using Woodcocks' existing suppliers and Expense Reduction Analysts' knowledge and market influence in these areas.

After being impressed by these initial projects that were completed, Patricia admits, "We didn't know what to expect as we didn't realise you went into things in such depth".

Mark then introduced John Trimble of Expense Reduction Analysts' Communications team to look at their telephone services and costs. John demonstrated Expense Reduction Analysts' level of technical knowledge and expertise in this area and again came up with impressive savings of 33.8%.

This led to a look at their energy costs. "Due to being multisited and in some cases multi-metered, this was not straight forward. However, Expense Reduction Analysts have managed to obtain savings of 17.6% on electricity across 8 meter points. Gas will be investigated nearer the time of contract renewal," Patricia comments.



WOODCOCKS ^W
SOLICITORS SINCE 1791

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PATRICIA PILKINGTON
PRACTICE MANAGER, WOODCOCKS

Patricia states "Obviously the savings in stationery have been massive, the telephones and energy should prove to be substantial. Also the fact that everything is being pulled together will make my life easier - having meters, phone lines etc at five sites isn't easy to keep track of. Suppliers not keeping to their agreed prices have been difficult but I have found it easy to check as your spreadsheet is user friendly.

Also the fact that I just email you and you chase them up is very helpful."

Following Expense Reduction Analysts' detailed analysis and review, opportunities were found to reduce costs further by tailoring a plan to their specific situation. This led to an overall 34% saving. Trish Pilkington explains, "Expense Reduction Analysts' review was invaluable as this is an area we do not have our own expertise in".