

# ERA Group studies prep school expenses and finds A+ savings

## The client

Cheshire Academy is a globally focused college-preparatory boarding and day school in Connecticut, serving students in grades 9-12 and postgraduate. The Academy inspires students to reach their full potential, equipping them with the confidence, character, and critical thinking skills needed to excel as global citizens.

## The challenge

Confronted with rising costs and inflation, Cheshire Academy partnered with ERA Group to leverage our expertise and dedicated resources to secure more favorable pricing.

## The solution

Using proprietary benchmark pricing data, competitive tension, and trademarked RFP analytic tools, ERA Group Specialists identified significant savings opportunities across five expense categories. They also analyzed current baseline costs and negotiated with incumbent suppliers to improve pricing, contract structure, supplier management, and processes.

## The result

Beyond the financial benefits, ERA's expert feedback enabled the school to enhance its internal management processes, leading to sustained improvements. Cheshire Academy is highly satisfied with both the cost savings and the comprehensive support provided by ERA Group.

“It's been a pleasure to work with ERA these past several months. While I try to be very careful with my school's spending, ERA has the industry expertise to identify and negotiate savings that I do not. And it's not just the initial process with which ERA is helpful. They have continued to be involved with monitoring the vendors for compliance with the new terms that were negotiated.”

**MATTHEW R. PIECHOTA, CFO, CHESHIRE ACADEMY**

## Category savings:



Health benefits

15%



Office consumables & Janitorial supplies

33%



Elevator maintenance

33%



Printing

10%



Payroll processing

31%

