

Doing the math: Foote School saves \$69,100

The client

The Foote School, an independent K–9 day school in New Haven, Connecticut, has been empowering students to lead with courage, compassion, and purpose since 1916. Known for fostering discovery, authenticity, and community, the school is committed to nurturing confident, thoughtful leaders.

The challenge

Foote School was facing ongoing cost increases across several non-instructional categories. With limited internal resources and expertise to negotiate vendor pricing, the school struggled to identify savings opportunities and lacked time to effectively manage vendor contracts. The school’s leaders reached out to ERA Group for help.

The solution

ERA Group deployed category specialists to benchmark current spending and renegotiate pricing and processes with both incumbent and new suppliers. Leveraging proprietary RFP analytics, industry-specific benchmark data, and competitive tension, ERA experts identified and implemented cost-reduction strategies across key areas, including HVAC, cleaning services, cleaning supplies, and waste management.

The result

ERA Group delivered \$69,100 in savings, all while maintaining service quality. The client was able to maintain incumbent suppliers for HVAC services and waste management, ensuring continuity. In addition to savings, ERA’s work reduced administrative burden, allowing Foote School to remain focused on its educational mission.

“ The ERA team efficiently uncovered meaningful savings across several non-instructional areas without sacrificing service quality. Their vendor expertise and thorough, hands-on analysis saved us valuable time and let us stay focused on our core work. They were always quick to respond to any challenges and ready to help resolve vendor issues without missing a beat. It’s been a seamless and truly valuable partnership. ”



**PAM FORTIN, DIRECTOR OF OPERATIONS
THE FOOTE SCHOOL**

Category savings:



HVAC Services

\$14,500
17%



Cleaning Services
& Supplies

\$47,000
16%



Waste Management

\$7,600
19%

