

The Huber Group sweeps up \$30k in annual savings

“ My experience with ERA has proven them to be a very professional and result-orientated team. We realized real savings through their efforts. ”

THE HUBER GROUP



Total savings:

\$30,000

Payroll processing services



The client

The Huber Group is a janitorial service company based in Pennsylvania.

The challenge

The Huber Group reached out to ERA Group to see if savings could be found to offset higher labor costs.

The solution

Upon review, ERA found that the client's employees were paid weekly instead of bi-weekly, resulting in higher monthly fees. Leadership at The Huber Group indicated they would consider alternate suppliers but already had a long-standing relationship with their incumbent, so they would like to stay if possible. While the payroll processing company was already giving the client a 20% discount off their listed rates, ERA's specialists were able to increase the discount to 50%.

The result

After ERA's specialists renegotiated their payroll processing agreement, the Huber Group saved \$30k annually or 37%.

