

ERA Partners with real estate firm to improve supplier relationships and create net savings of \$600K

The client

The client, a real estate firm headquartered in Denver, CO, owns and operates 26 multi-family communities in seven markets.

The challenge

During the initial meeting, leaders identified immediate needs in the accounts payable and payroll processing areas.

The solution

ERA's specialists validated existing supplier relationships, addressed service quality concerns, and recommended and implemented solutions to drive savings. Impressed with the ERA capabilities and process, the client elected to start four additional cost savings projects across office supplies, coffee services, operational supplies, and elevator maintenance.

The result

ERA reviews have created \$300K in annual savings, projecting a three-year net return of \$600K. With the newfound savings, the real estate firm's leadership plans to use the additional cash flow to offset rising recruitment costs. In addition to providing cost savings, ERA's specialists have helped create visibility into the current vendor population and implemented a consolidation strategy. These refinements have allowed the real estate firm to maximize purchasing power, achieve optimal terms, and improve supplier relationships.

Total annual savings: \$277,384

Accounts Payable	\$75,000
Payroll services	\$24,000
Office supplies	\$5,000
Coffee services	\$30,384
Consumables	\$83,000
Elevator maintenance	\$60,000

“ERA has generated savings in all areas, primarily with our existing suppliers. More importantly, they have created visibility and insight for our teams, negotiated improved terms and conditions across the board with our suppliers, and positioned us for continued growth with these relationships. I highly recommend ERA to any company focused on driving value for their stakeholders.”

LEADERSHIP, UNDISCLOSED REAL ESTATE FIRM

