

# Manufacturer achieves \$400,000 savings during global pandemic

“ The valuable partnership with ERA not only has ensured that Nazdar is procuring industry competitive rates but also maintaining and solidifying the long-term supplier relationships that have been developed over decades. Prior to and throughout the pandemic we have benefited from the experience of the team at ERA in ways that were not and could not have been anticipated. ”

**DAVID AUSTIN, CHIEF OPERATING OFFICER  
NAZDAR COMPANY**



## Annual savings:

**\$400K+**

### The client

Nazdar Company is a leading manufacturer of screen printing, wide-format digital, and flexographic inks and a distributor of printing supplies worldwide.

### The challenge

To manage overall profitability and address supply chain challenges brought on by the global pandemic, Nazdar sought out ERA to drive savings and lend support during unprecedented times.

### The solution

ERA identified savings opportunities across packaging, chemicals, telecommunications, and credit card processing fees saving Nazdar over \$400,000 annually.

### The result

In addition to the identified savings, ERA was also able to provide Nazdar with valuable advice and support for sourcing hard-to-find items. Nazdar's leadership team was impressed by the savings ERA found – and the valuable supplier knowledge that ERA brought to the table.

