

# ERA finds leading HVAC company \$25K in annual savings

“ ERA was instrumental in our small business saving \$25,000 a year in equipment rental costs. Not only did those savings fall directly to the bottom line, but in competitive bidding situations, it gave us the flexibility to discount our prices while remaining in the black. The process itself and timeline moved fairly quickly. I highly recommend them. ”

CEO, UNDISCLOSED INDUSTRIAL SERVICE COMPANY



## The client

The client is a HVAC and industrial cleaning services company specializing in cleaning air conditioning HVAC systems, overhead structural steel, industrial ovens, air ducts, and kitchen exhaust systems.

## The challenge

The client engaged ERA Group, seeking assistance in managing overall profitability, becoming more cost-competitive on their bid work, and expanding into new industry segments.

## The solution

One of their largest expenses was renting equipment to service particular locations, including aerial lifts and specialty compressors. Our specialists identified regional equipment suppliers who could more affordably and time-sensitively meet their needs during their expansion phase.

## The result

The client was able to reinvest the savings back into their team and were extremely satisfied with the solution, the price improvements, and a new supplier relationship.

## Total savings:

**\$25,000**

Equipment Rental

