



Nonprofit uses 22% food and beverages savings to help close budget gap

Suppliers commit to margins to ensure sustained savings

ERA brings neutrality to selection process

A leading independent, not-for-profit vocational rehabilitation and training center for people with mental and/or physical disabilities needed help meeting its funding challenges. Organizations operating in today's difficult economy often turn to Expense Reduction Analysts (ERA) to identify savings opportunities.

ERA food services experts used their industry knowledge and sophisticated RFP tools to reduce food and beverage costs for the organization.

ERA brought neutrality to a selection process where a long-term vendor relationship existed. As a result, the client obtained the best pricing available without sacrificing service.

Detailed RFP evaluates more than price

The detailed RFP requested pricing for a "market basket" of the top 80% of the food items the organization purchased. The RFP also asked bidders to demonstrate their capabilities and competencies. This information enabled ERA Consultants to evaluate offers based on the best-value-for-money and find a "best-fit" for the nonprofit with compatible suppliers.

The RFP asked suppliers to commit to margins to ensure the client would enjoy sustained savings.

Consultants also identified manufacturers' rebates and other incentives; recommended using updated technology for more efficient beverage service; and arranged weekly service calls.



Project Information

Annual Savings — **22%**

Suppliers — **New**

Client return on investment of time = **\$18,000/hour**

ERA food service experts bring sophisticated RFP tools, industry knowledge and neutrality to the vendor selection process.

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