



## Savings of 11.5% served up in food services for a non-profit organization

### Center calls upon Consultant expertise

The client is a non-profit organization that provides mental health and substance abuse prevention, intervention and treatment in Southwest Florida. Programs and services include on-site care, complete with meal services.

The facility asked food service experts with Expense Reduction Analysts (ERA) to review dairy, produce, juice, dry grocery and other related supplies to see if potential savings opportunities existed.

ERA Consultants identified spend by specific vendors and products before issuing a RFP to the incumbent vendors and three new vendors. In addition to their industry knowledge, ERA Consultants accessed proprietary benchmark pricing data and used a suite of sophisticated RFP analytic tools to evaluate potential cost savings.

### Cuttings and product trials arranged

While savings are important, quality and consistency are critical to the stakeholders who produce and consume meals at the organization. Consistent with the specialized services ERA offers its clients, Consultants arranged cuttings and product tastings to ensure client satisfaction with the recommended suppliers.

Through a combination of retaining incumbent vendors, converting to new suppliers and adopting ERA recommendations for better valued product alternatives, the client reduced its spend by 11.5%.

ERA Consultants continue to work with the center to help implement changes and monitor prices so that savings expectations are achieved or exceeded.



### Project Information

- Category — **Food Services**
- Annual Savings — **11.5%**
- Suppliers — **New & Incumbent**

**As a non-profit, the center will use savings found by Consultants to help fund its programs and services**

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