



Ceramics provider formulates \$103,000 savings; will nearly triple to \$300,000

Consultants with expertise in chemicals reduce costs 31%

Ceramics provider plans to expand capacity

A leading provider of high-performance ceramics was preparing to expand its plant in the Southeast. The company's products are used in the automotive, electronic components, medical technology and equipment and machinery industries. As the applications for its ceramics widened, the company wanted additional capacity to meet increased demand.

Industry expertise and resources

The company believed there were savings opportunities in the specialty chemicals it purchased to formulate its products, but was unsure how to find them. The business put its confidence in Consultants from Expense Reduction Analysts (ERA), knowing they had the expertise to analyze this singular expense.

Using ERA's comprehensive RFP process and extensive knowledge of the industry, Consultants negotiated highly favorable terms and pricing for a number of different chemicals, coatings, solvents, polymers and pigments.

The savings found by ERA are expected to nearly triple as the client expands its capacity.



Project Information

Expense:	Specialty Chemicals
Industry:	Electronic component manufacturing
Hidden Savings:	\$103,000 year one; \$301,450 as capacity expands
Supplier:	Incumbent & New
Savings:	31%

The client knew Consultants had superior technical and industry expertise to handle an analysis of both its core and non-core specialty chemicals spend.

US100078

find extra profit

www.expensereduction.com