



Nonprofit reduces costs for computers

ERA IT experts lower leasing expenses for PCs and laptops 20%

Client paying too much

The client, a nonprofit health plan for the medically underserved, wasn't sure it had the best leasing arrangements for desktop PCs and laptops. Costs seemed high and service was unsatisfactory. Because the provider was one of the world's top suppliers of PCs, the client could see no alternative.

That is, until the CFO contacted Consultants with Expense Reduction Analysts (ERA).

ERA IT experts have market knowledge and access to proprietary benchmark pricing data and sophisticated RFP tools. They leveraged their procurement, technical and financial expertise to help the client find a new supplier with more favorable pricing and terms.

Benefits of the new contract

The criteria used by ERA IT experts to evaluate proposals was provided by the client. Important factors included pricing, service capabilities and account management.

Under the new contract, the client will enjoy attractive leasing terms and pricing from an authorized tier-one hardware and software solutions partner. ERA Consultants noted that the reseller is "vendor-independent," ensuring the client will receive unbiased guidance on competitive products and solutions. An additional benefit is that the client is also able to procure other products from a variety of suppliers with similarly attractive pricing.

ERA Consultants continue involvement

ERA Consultants remained involved in the project even after their recommendations were accepted. They assisted in implementation, including placing orders and monitoring contract compliance.



Project Information

Expense:	Information Technology
Industry:	Nonprofit
Client ROI:	\$2,000 an hour
Supplier:	New
Savings:	20%

ERA's IT experts found a vendor that provided flexibility, reliability, accountability – and quantifiable cost savings.