



Brewery Saves \$100,000 and Improves Its Competitive Edge

Overview

The client, a well-known brewery in the Portland, Ore. metro area with new management in place, wanted to strengthen its bottom line in a highly competitive market.

In February 2017, the client selected Expense Reduction Analysts to help provide strategic procurement insight and improve the brewpub's profitability.

The ERA Approach

ERA is a partner who leverages its knowledge and market insights to provide alternative solutions based on "best practices" that delivers incremental and sustainable value. The client appreciated that ERA's consultants had specialized procurement knowledge in several areas, including credit card fees, general insurance, and food service.

Benefits

The client also welcomed ERA's approach to putting the client's interests first and offering advice that would provide long-term benefits to their business. During the engagement, ERA recommended that the client broaden the management liability coverage. Although this would increase the client's premium, they were impressed that ERA prioritized the client's needs in addition to finding savings opportunities.

Additional benefits to the client included: access to experts of suppliers' industries and the ability to learn about these industries and their trends in detail. Additionally, monthly monitoring ensures the sustained cost focus to ensure savings.

Results

ERA reviewed multiple categories and found savings in merchant card fees (10 percent), general insurance (22 percent), food (12 percent), and small package freight (10 percent).

The client's annual spend was \$821,000 and ERA was able to obtain \$104,000 in savings on the client's behalf, resulting in a 12.7 percent overall savings rate.

Spend Category	Annual Savings	Suppliers
Merchant Card Fees	\$8,000	New
General Insurance	\$20,000	Incumbent & New
Food Services	\$69,000	Incumbent
Small Package Freight	\$7,000	Incumbent
Annualized Total	\$104,000	

Let Us Help

We're ready to help you discover the solutions that are right for you. Contact an ERA Consultant in your area to learn how we can help you find additional cash that you might be leaving on the table.

"ERA brings wealth of knowledge across multiple expense categories. Based on their recommendations we realigned significant portion of our supply base without disruption. I am pleased with our engagement with ERA."

-PRESIDENT & CFO

