



Alliant Credit Union Reinvested Found Savings Back Into Its Business

Overview

Alliant Credit Union engaged Expense Reduction Analysts (ERA) to help identify and implement savings and purchasing best practices. This was part of an organization-wide effort to improve the purchasing practices and to build out a procurement organization. Alliant is a leader in the industry and one of the largest credit unions in the U.S. with more than 345,000 members nationwide and over \$9.8 billion in assets.

Savings Found with Incumbent Suppliers

ERA began the engagement by conducting a Targeted Spend Diagnostic and found 11 cost areas to potentially pursue. Alliant and ERA decided to review eight areas, and ERA was able to find savings across multiple spend categories, including telecommunications, print, facility maintenance and cleaning, offices supplies, and payroll processing. The savings were achieved from both incumbent suppliers and new suppliers.

ERA Achieves Measurable Results

As a result of this ERA engagement, Alliant will achieve more than \$700,000 in annual savings. Alliant Manager of Procurement Dave Quillin said his team appreciated ERA Specialists' in-depth knowledge of supplier industries and the collaborative process facilitated with Alliant's internal stakeholders.

“ERA has been very collaborative and helpful throughout this process,” Quillin said. “They listened to our business needs and presented us with the options they felt were best for our business, but ultimately, we made the final decision and we never felt pressure from them. ERA was there to help us, and through this collaborative effort, we were able to achieve more savings quicker than we would have otherwise.”

-DAVE QUILLIN, MANAGER OF PROCUREMENT
ALLIANT CREDIT UNION

Spend Category	Annual Savings	Suppliers
Telecom	25%	Incumbent & New
Print	12%	Incumbent & New
Facilities/Cleaning	20%	Incumbent
Payroll Processing	15%	Incumbent
Small Package Freight	6%	Incumbent
Office Supplies	12%	Incumbent
Annualized Total	Over \$700,000	

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.