



**Expense Reduction
Analysts**

**What if you had the
financial resources
to do more?**

Breckenridge Grand Vacations nets over \$430,000 in annual savings to invest in creating lasting family memories.

Overview

Breckenridge Grand Vacations (BGV), is a Colorado-based developer and property manager of luxury resort timeshares. Since 1984, BGV has grown to more than 550 employees creating GRAND vacation experiences for more than 23,000 owners at their unique properties, including Gold Point Resort, Grand Timber Lodge, the Grand Lodge on Peak 7, and Grand Colorado on Peak 8.

Through BGV's rapid growth and expansion, they have taken a decentralized purchasing approach to ensure unique and customized experiences at each of their properties. BGV's challenge was to combat rising costs while maintaining the overall owner and guest experience. ERA was engaged to assess supplier relationships and costs, while leveraging best practices already in place across the company.

The ERA Approach

ERA brought its knowledge and market insights to provide BGV incremental savings and sustainable cost and quality improvements within the BGV supplier base while reviewing more than 15 expense categories. BGV empowers employees at all levels within the organization to make service decisions. ERA validated that this approach has served BGV well and has led to strong relationships with suppliers and effective cost-containment practices while uncovering meaningful savings across several categories. Most savings were achieved with incumbent providers by developing best-in-class pricing, program enhancements, and optimizing the product and supplier mix.

Results

Within 12 months, the ERA program has generated over \$100,000 in cost improvement for BGV, and is projecting annual NET savings of more than \$430,000.

Spend Category	Savings %	Suppliers
Cleaning Supplies	22%	Incumbent
Insurance	10%	Incumbent
Banking Services	15%	Incumbent
Linens	34%	New
Waste Disposal	15%	Incumbent
Annualized Net Savings \$435,000		

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.

"I joined BGV shortly after the ERA engagement commenced and was somewhat skeptical about the program—it really does sound too good to be true. ERA has proven to be a trusted partner and their program has impacted our business in many positive ways. The cost savings have been great, and they have also helped our managers increase their knowledge of our suppliers and our buying activities across the organization. Additionally, their focus has allowed all of us to spend more time in areas that are driving our business success and creating grand experiences for our owners and guests."

-BLAKE DAVIS, CFO
BRECKENRIDGE GRAND VACATIONS

