



School cuts cleaning costs by 49%

Overview

The client, Columbus Catholic High School, was looking for ways to improve upon their school’s custodial services. Columbus Catholic High School collaborated with Expense Reduction Analysts to find ways to better evaluate service and pricing. Consultants from ERA issued a detailed RFP to the incumbent supplier, local suppliers and national firms on behalf of the school. ERA also scheduled physical inspections for all participating suppliers. By touring the school, companies could fully appreciate the client’s requirements.

Results

With new suppliers offering savings of up to 49% to provide improved levels of cleaning, ERA arranged interviews with the “short listed” suppliers to allow the client to better understand the available options.

The ERA Difference

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 establish a new and improved cleaning specification, which ensures the service provider is working efficiently and completing all necessary duties.

The new supplier also offered to implement a web solution to help teachers and staff communicate with both in-house custodians and employees from the new supplier. This gives the client the ability to initiate and follow up with service requests to make sure they are completed.

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.

Spend Category	Annual Savings	Suppliers
Janitorial Services	\$15,000	New
Annualized Total	\$15,000	

“Working with ERA has proven to be a great experience as we investigated ways to improve our custodial services. We were able to review a variety of options and choose a company that met our needs at a reduction in overall cost. ERA was easy to work with and very professional in their approach and methods. I highly recommend their services as a way to continually evaluate services and cost savings.”

-TOM ULSES, PRINCIPAL
COLUMBUS CATHOLIC HIGH SCHOOL