

Experts cut costs for Long Island/ New York City nonprofit organization

CLIENT Little Flower Children and Family Services

COST CATEGORIES

Medical Supplies, Office Supplies

SECTOR Not-for-profit Charity Serving

ERA HELPS LITTLE FLOWER CHILDREN & FAMILY SERVICES FULFILL ITS MISSION

As a not-for-profit charity, Little Flower Children and Family Services of New York depends on local governments as well as individuals, foundations and corporations for funds to fulfill its mission. In the current economy, funding has decreased even as the need for the organization's services has increased. It was time to call in Expense Reduction Analysts (ERA).

THOROUGH ANALYSIS IS KEY

ERA Consultants use their extensive industry knowledge, benchmark pricing data from more than 14,000 successful cost-reduction projects and proprietary RFP tools to reduce expenses common to most organizations by an average of 20% - without sacrificing quality or service.

From their analysis of Little Flower Children's office supplies, ERA Consultants created a detailed RFP that included more than 350 SKUs of commonly purchased items. They evaluated responses based on more than price to find the best fit. Consultants also took into consideration next-day delivery, customer service, ecommerce capabilities and payment terms.

IMPLEMENTATION IS CRITICAL

ERA health care experts dramatically simplified the organization's savings initiatives by decreasing the number of vendors for medical and pharmaceutical supplies, which ranged from baby wipes and mineral oil to amoxicillin and oxybutynin chloride. Consultants also created a cross reference guide for all products to ease implementation.

"ERA's research, education of our staff and coordination of the implementation process was extremely professional and seamless,"

Said CFO Kevin Kundmueller.



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ERA's thorough research and knowledge of the marketplace is quite impressive.

Kevin Kundmueller, CFO

Little Flower Children & Family Services

PROJECT INFORMATION

Expense :	Medical Supplies	Office Supplies
Client ROI:	\$9,700/hour	\$8,300/hour
Supplier:	New	New
Savings:	18%	23.5%

Average savings = 20%