



Expense Reduction Analysts



Is your nonprofit organization struggling with **declining donations** and **funding challenges**?

We help nonprofit organizations, from A to Z, reduce overhead costs without sacrificing quality or service.

Rescue your budget with cost savings



Many not-for-profit organizations, associations and societies have cut and cut. What do you do next?

Funding sources have been reduced, while your overhead, in dozens of sometimes complex cost categories, continues unabated. Due to staff reductions, many organizations do not have the time, internal resources, or the knowledge base to become experts in these cost categories.

Expense Reduction Analysts (ERA) can help.

We have the time, knowledge and benchmark pricing data to find savings. Through ERA's business model, we are paid from the actual savings realized. If we do not generate savings, we do not receive a fee. You have nothing to lose, and everything to gain. ***No Savings, No Fee.***

"The ERA team is knowledgeable and provides great customer service. They saved us close to \$200,000 over the life of a five-year lease agreement for copiers. We are using the funds to continue support for a critical outreach program."

Dr. Pam Lennox, CEO, Girl Scouts of Citrus Council (Florida)

What we do for you

ERA Consultants have *specialized knowledge* in dozens of expense categories. We use that knowledge, benchmark pricing data from more than 14,000 successful projects and our proprietary tools to achieve more savings for you. Our model is simple and time-efficient and we execute it very well.

Why it is valuable

We understand the funding, overhead, and operational challenges that membership, social services and other not-for-profit organizations face in this economy. You are working hard to retain and service your members or constituents while keeping your programs intact.

But what if we could improve your financial position and cash flow – *by reducing your overhead?* What services or programs could you save, how many staff could you avoid cutting by reducing your overhead costs by an average of 20% or more?

For example . . .

Would it be of value to you if we could reduce your merchant card fee expenses by 33%; your office supplies by 30%; your payroll processing services by 32%; your telecom expenses by 26%; printing expenses by 25%; often with the incumbent?

This is just part of our track record!

Why you should do it now

In today's economy, it's easier to use ERA to help you find savings than it is to increase revenues from dues, publications, meetings and conferences, sponsorships, donations, and government support. Ninety percent of the time we find savings in G&A costs in categories such as Information Technology, Insurance, Janitorial Supplies and Services, Merchant Card Fees, Payroll Processing Fees and HR Administration, Print, Office Supplies, Telecommunications and more. Often without changing suppliers.

We optimize savings

Most of ERA's clients already closely monitor what they spend. Yet, in our experience, despite an organization's vigilance, we regularly find **double-digit savings**.

We do all the work, you stay focused on your mission

Could you perform this expense review yourself? Perhaps . . . but is it the best use of your time or resources?

We bring "Fortune 500 purchasing expertise" to our clients with multiple specialists for each cost category. **Our Consultants are in the marketplace everyday.** We position your requirements in the most favorable light to the supplier community. We evaluate supplier responses for you, taking into account service and quality as well as price.

"It didn't take me long to start appreciating ERA's professionalism and innovation."

Tammi Erb, CFO, Goodwill of the Heartland

We can work with incumbent suppliers

Do you have longtime, trustworthy suppliers? If retaining incumbent suppliers is important, we have had tremendous success strengthening relationships between clients and their suppliers. In 60% of our projects, the incumbent supplier keeps the business, but with improved terms for our client.

"ERA Consultants identified terrific savings opportunities and worked closely with the staff at each of our facilities to ensure a smooth transition to new suppliers."

James T. Jones, Vice President/Treasurer, Oak Hill-The Connecticut Institute for the Blind

We work during and after implementation

Our efforts don't stop with a successful recommendation. We manage the implementation process for simple price reductions from your incumbent supplier and for the implementation of new supplier agreements. And, we monitor the supplier's pricing and service during our post-implementation review period to ensure you are realizing the savings the supplier guarantees.

We remain an integral part of your team throughout the process, never adding to your workload.





Expense Reduction Analysts

Cost savings for nonprofit organizations

ERA has helped numerous nonprofits uncover hidden savings, often improving on “group buying” pricing. Because we are not brokers or agents, nor have financial arrangements with suppliers, we serve as an *unbiased* third party with the sole purpose of maximizing your savings.

We work on a contingency basis -- we only earn a fee from the savings we achieve. If we are unable to find you savings, we don't get paid. Period.

No Savings, No Fee.

“Thanks to ERA's work, Homeward Bound will save time and money while continuing to provide services to our clients.”

Mary Kay Sweeney, Executive Director, Homeward Bound of Marin



Girl Scouts of Citrus Council (FL)

Realized \$197,800 over five years in reprographics expenses; funds used to continue support for critical outreach program.



Goodwill of the Heartland

Saved \$274,000 annually from reductions in insurance, small package freight, merchant card fees and waste management.



Homeward Bound of Marin (CA)

Reduced costs for food services by 12.5%.



Oak Hill - The Connecticut Institute for the Blind

Reduced medical supply expenses by 44% for additional annual funds of \$105,600.



National Association of School Psychologists

Cut annual expenses for merchant card fees by 25%; funds freed up for mission focused grants, research and scholarships.

Visit our website to find an ERA Consultant in your area.