

Top Marks for Expense Reduction Analysts: Every Child, Every Day Academy Trust

CLIENT:	Every Child, Every Day Academy Trust
SECTOR:	Education
COST CATEGORIES:	Classroom & Office Supplies, Photocopiers/Managed Print, Waste & Recycling

THE CLIENT

In its own words, Every Child, Every Day Academy Trust is: “a small trust with big ambitions for our young people and learning community.” Consisting of three secondary schools in southwest London - Chessington School, Grey Court School and The Hollyfield School – the trust educates over 3,000 students and employs 400 members of staff.

THE CHALLENGE

The Trust wanted to optimise costs across all of its Schools and achieve the best value from its suppliers as quickly as possible. Its list of suppliers was long, so to simplify the administration, the Trust wanted to consolidate its supplier base. It had previously tried to do so using in-house resources with some help from the Local Authority, but to ensure that the Trust was receiving best value and the highest level of service from its suppliers, Head of Finance and Operations Paul Moralee, chose to work with ERA's Principal Consultant, Julian Mobbs.

In Paul's words:

“We realised from our conversations with Julian that by using ERA, we would have access to the network's extensive knowledge of best-of-breed suppliers and the optimal ways to streamline our procurement processes.”

THE SOLUTION

ERA was able to deliver substantial savings in three cost categories. Julian picks up the story:

“We found £13,500 in annual savings for classroom & office supplies, £18,500 for photocopiers and managed print and over £2,000 for waste & recycling in a single school (this has since been extended to another School). Where we were unable to find significant savings in other categories – ICT, insurance, and water, for example - my specialist colleagues were able to undertake free and detailed health checks, reassuring the trust board that they are already receiving good service and pricing in those areas.”

As part of the classroom & office supplies project, ERA specialist Anthony Kinder improved contract compliance by up to 65% over a 2-year monitoring period. Andy Kinnear, one of ERA's managed print specialists sourced a single supplier who could provide the majority of the trust schools' printing needs, offering significantly better devices and enhanced customer service at a time when other providers were struggling with supply chain issues.

A LITTLE MORE DETAIL

“The Trust's spend on waste was fragmented and split across a few suppliers. The difficulty with this approach for clients with modest waste spends is that supplier account management can be lacking, and pricing can annually rise above market rates. Our work focussed on transferring the schools to ERA's framework arrangement under one waste management supplier. The change resulted in a saving, but importantly, an improvement in account management which is now managed by one point of contact as well as less financial volatility/risk in future.” – Dan Howells, Waste Management Specialist, ERA.

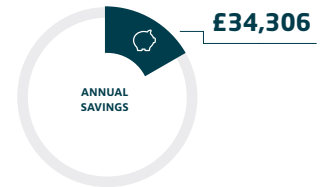
“For managed print, the Trust used the same manufacturer within the Schools but different suppliers, and wanted ERA to assist with a tender process not only to confirm that best value was being achieved but also with the objective of having one preferred supplier across the Trust. ERA was entrusted with a full tender exercise, which resulted in one of their current suppliers being

SUMMARY OF SAVINGS

Classroom & office supplies =
£13,431 (16.2%)

Photocopiers and managed print =
£18,578 (29.1%)

Waste & recycling (in one School) =
£2,297 (17.3%)



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We appreciated ERA's consultative, unpressured approach. Despite Julian and his team doing all of the hard work, the final decision always remained in our hands. What surprised and impressed us most – aside from the savings – was ERA's forensic approach, its attention to detail. I look forward to working with and recommending ERA in the future.

**PAUL MORALEE, HEAD OF FINANCE AND OPERATIONS,
EVERY CHILD, EVERY DAY ACADEMY TRUST**

retained but on better terms. Savings of between 35-45% were achieved with the respective schools, added to which the service response times improved dramatically as a result of ERA's pro-active supplier management and client reporting.” Andrew Kinnear, Managed Print Specialist, ERA.

“The Trust used a wide range of different suppliers for consumables. ERA was able to consolidate all the usage from these various suppliers including stationery, paper, exercise books, janitorial items, art & craft products, classroom supplies and some toners into one tender. Using our knowledge of the education sector, ERA selected suppliers who could provide this wide range of items and meet the service levels required. The results showed good savings, and the Trust short listed two suppliers, neither of which were incumbents, for a final selection. The winning suppliers were selected for their knowledge of the education sector and service levels, despite not providing the highest savings. The Trust now has one supplier, good contract management, improved ordering processes and over 16% in annual savings.” Anthony Kinder, Office and Classroom Consumables Specialist, ERA.