



Precision in Partnership: How Esaote Saved €660,000 in Annual Savings

*A CEO's guide to unlocking value in complex
cost structures*





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A Global Leader with Local Challenges

For over 40 years, Esaote has been at the forefront of diagnostic imaging - ultrasound, MRI, and medical IT solutions used by hospitals and clinics worldwide.

With operations spanning multiple sites and a reputation for precision, reliability, and innovation, Esaote carries the responsibility of delivering world-class technology to healthcare professionals who rely on nothing less than excellence.

Yet even leaders in healthcare face cost pressures. Esaote's operations included a complex mix of transportation, courier services, rental agreements, cleaning, and general services. The challenge was to reduce costs and increase efficiency without undermining quality, compliance, or the operational continuity critical in healthcare.





The Turning Point: Why ERA?

Esaote turned to ERA because of its multi-category expertise, market benchmarking, and consultative approach. The mandate was clear: find not just quick wins, but structural improvements in how costs were managed.

“Non-core activities, which for us represent a support area, are at the very center of ERA’s expertise. This complementarity proved to be a winning factor.”

DOMENICO FAZIO, OPERATIONS DIRECTOR, ESAOTE

Turning Insight into Action



ERA began with a cross-functional review of Esaote's major indirect cost areas, from international and domestic logistics to rental agreements and cleaning services.

Logistics & Freight (Couriers & Small Parcels)

ERA identified pricing anomalies in existing courier contracts. Through benchmarking and renegotiation, they achieved **€160,000 in savings**, a **23% reduction** in courier costs.

Rental Agreements (Production Sites)

One of the most complex challenges lay in rationalising rental contracts for the Genoa production site. Negotiations involved not only Esaote's management team but also the site's investment fund owner (a major banking group) and their legal advisors.

The result: **€500,000 in savings**, representing a **50% reduction in annual rental expenditure**. Crucially, the solution was effective on three levels - negotiation, legal, and environmental - safeguarding production needs while optimising cost.

Cleaning Services

Here, ERA confirmed Esaote's excellent supplier management. No additional savings were identified, but the company's high standards were recognised with a Certificate of Excellence.

Across all categories, ERA's approach was pragmatic and collaborative: customised solutions, gradual transitions, and constant involvement of internal stakeholders. This ensured that even as contracts and processes shifted, Esaote's day-to-day healthcare operations remained uninterrupted.



Challenges and Change Management

Introducing changes in a high-intensity healthcare environment required more than just negotiation. It demanded trust, clarity, and careful planning.

- ERA phased transitions to avoid operational disruption.
- Stakeholders from logistics, facility management, and legal teams were engaged early.
- Benchmarks and pilot solutions gave Esaote confidence that quality standards would not only be maintained, but in some cases improved.

As Fazio explains:

“ERA never positioned itself as a replacement for our internal resources, but as a partner. By clearly defining from the outset the scope and roles, we built mutual trust and reduced risks and misunderstandings.”

€660,000 Saved and Long-Term Value Created

The results were both immediate and sustainable:

€160,000 savings in **logistics & freight** (23%)

€500,000 savings in **rentals** (50%)

Certificates of Excellence awarded in categories already well-optimised (Cleaning, Sea Freight)

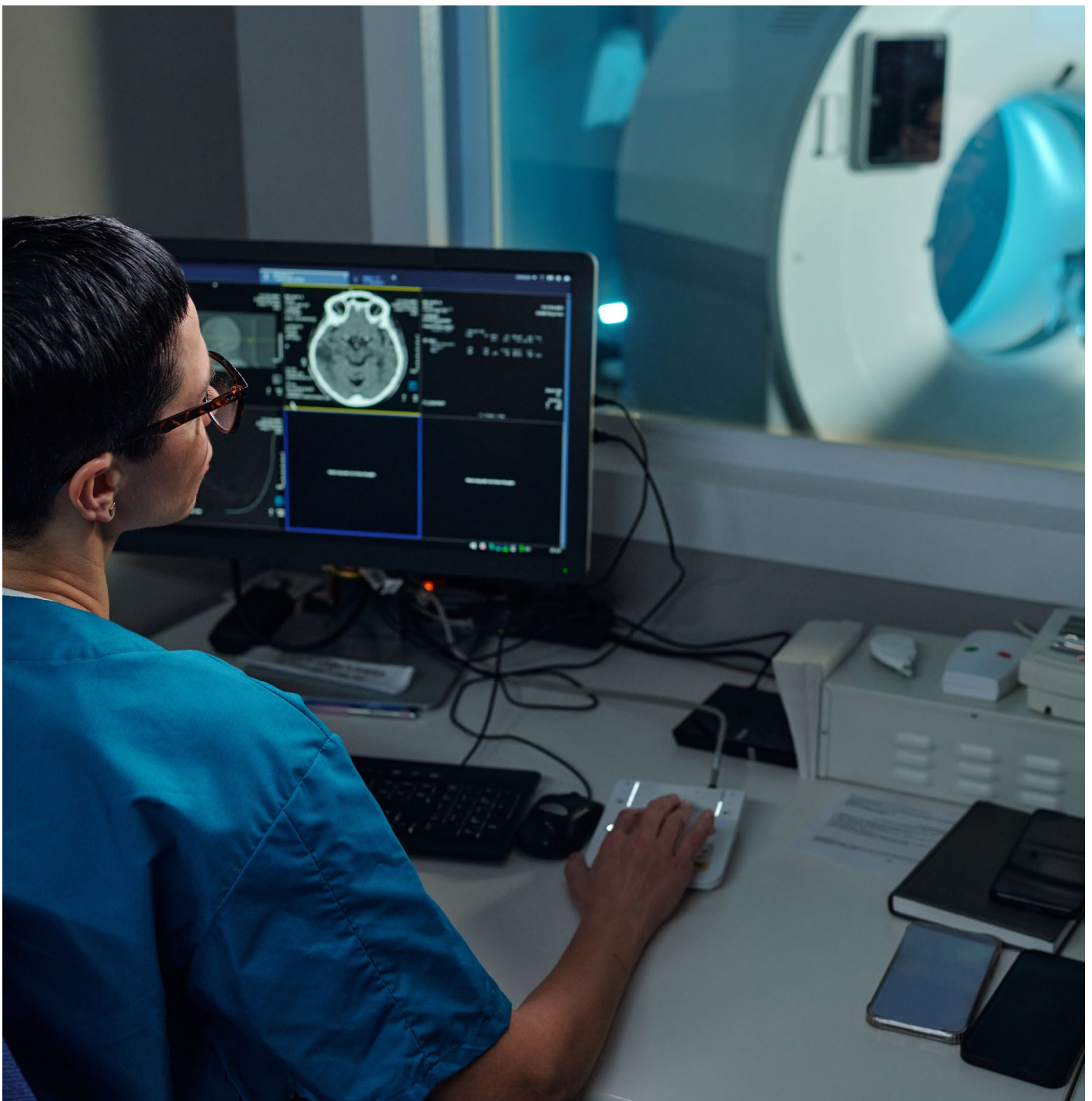
Beyond the numbers, ERA gave Esaote's management something equally valuable: assurance. Assurance that costs were under control, that processes were sustainable, and that savings would endure.

The Partnership Today

The relationship has evolved into a strategic, ongoing collaboration.

ERA continues to monitor achieved savings while proactively exploring new opportunities, including maintenance contracts now under review.

For Esaote, this partnership has freed leadership to focus on their core mission: advancing diagnostic imaging technologies - knowing that ERA is safeguarding their non-core costs with the same level of precision they apply to patient care.



Sustainable Growth Through Collaboration



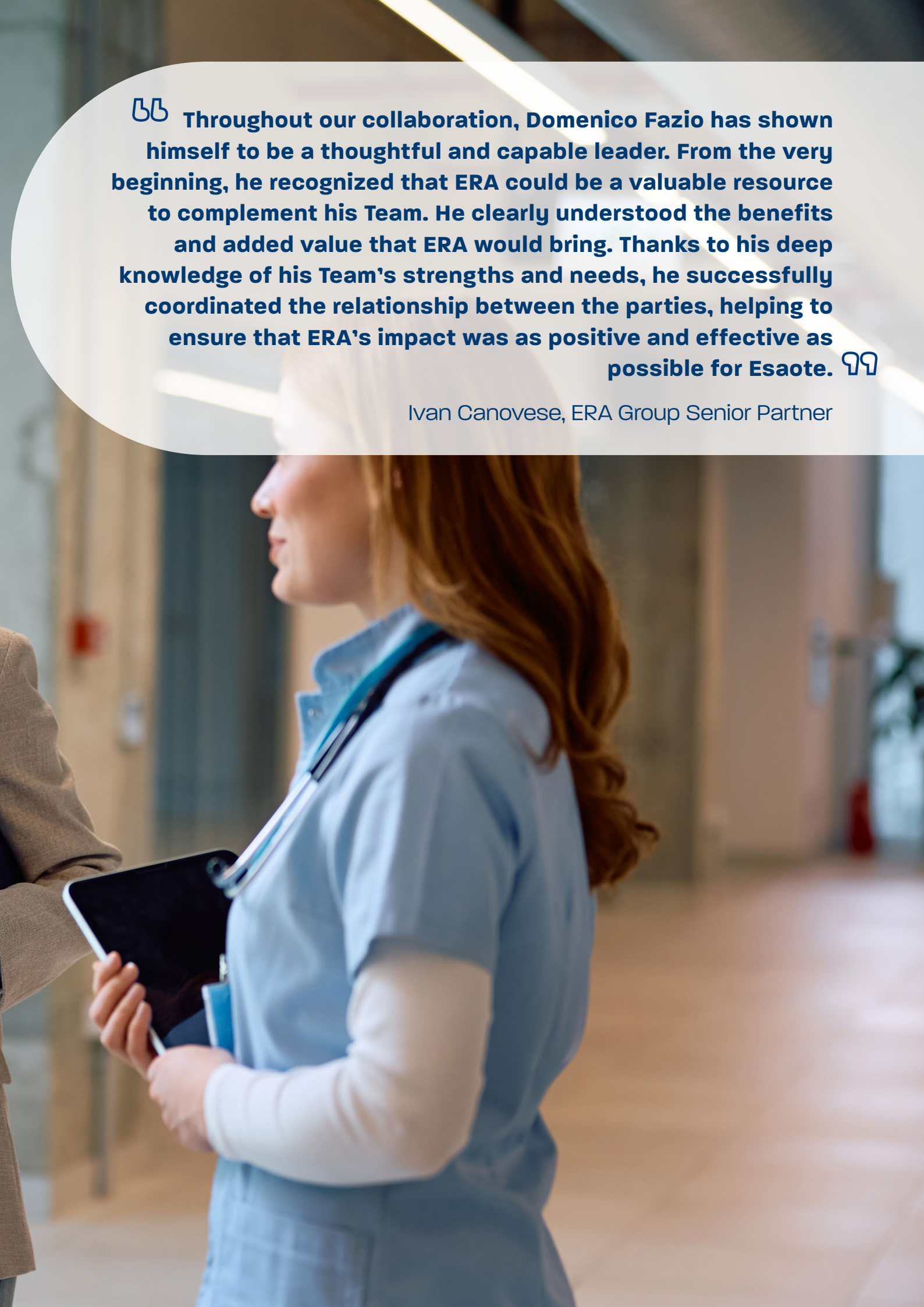
Esaote's story shows how even the most advanced healthcare companies can unlock significant value by partnering with external specialists. By combining Esaote's commitment to excellence with ERA's cost optimisation expertise, the company achieved €660,000 in annual savings without compromise.

BB ERA has proven to be much more than a consultant: it is a partner capable of delivering tangible results across multiple cost areas, while always keeping service quality at the center. QQ

ESAOTE MANAGEMENT

ERA finds savings where you least expect them - turning non-core costs into capital for growth and innovation.





BB Throughout our collaboration, Domenico Fazio has shown himself to be a thoughtful and capable leader. From the very beginning, he recognized that ERA could be a valuable resource to complement his Team. He clearly understood the benefits and added value that ERA would bring. Thanks to his deep knowledge of his Team's strengths and needs, he successfully coordinated the relationship between the parties, helping to ensure that ERA's impact was as positive and effective as possible for Esaote. 99

Ivan Canovese, ERA Group Senior Partner



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