

# XO CARE Cuts 20–30% Across Key Categories

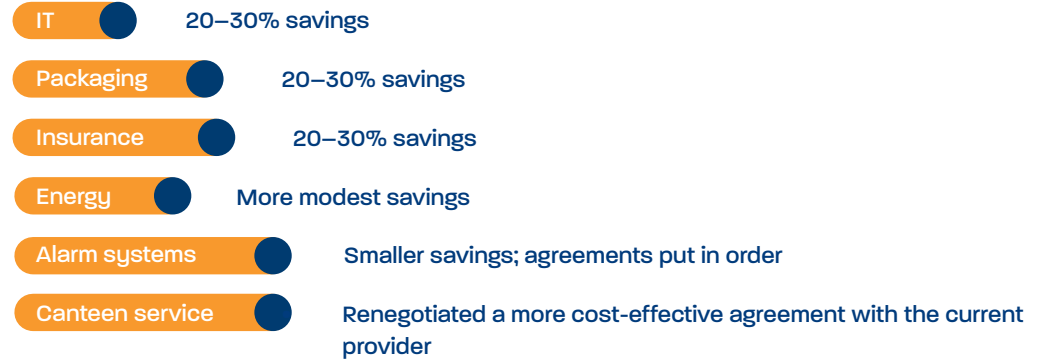
“ With ERA Group’s expertise, we’ve achieved very strong results in almost every area - some more than others. We haven’t just saved money; we also feel well prepared for the future with the right agreements and thorough analyses, thanks to ERA’s skilled and pragmatic consultants. ”

## XO CARE



We see opportunities where you never thought possible.  
Contact us today to discover the true potential of your business.

## Savings Breakdown:



### The Client:

XO CARE is a Danish, family-owned company with over 70 years of history, producing high-quality dental equipment such as digital dental units and ergonomic dental chairs. All XO products are designed and manufactured in Hørsholm, and their customers are primarily located in Europe. The company has won several design awards, including two Red Dot Awards in 2021 for the XO FLOW digital dental unit.

### The Challenge:

#### How did you find ERA Group and why?

At XO CARE, it had become increasingly clear that we needed to review several supplier categories. Initially, we considered hiring experts in the areas that lacked focus and resources. However, it made more sense to bring in external support and expertise for a limited period. That’s when we came across ERA Group on social media—they were impossible to miss. We reached out and quickly sensed that we could trust them. A genuinely good gut feeling led us to sign an agreement with ERA after just one online meeting. We concluded that the greatest need was for ERA to focus on the following supplier categories: Energy, IT, Packaging, Insurance, Food Service.

### The Results:

#### How much have you saved, and what results have you achieved?

We’ve achieved very positive results in most cost categories such as IT, packaging, and insurance, with savings ranging from 20–30%. The savings have been more modest when it comes to energy. There were also smaller savings in areas like alarm systems and the canteen service, which ERA also reviewed. In these cases, the focus was more on getting the agreements in order. Regarding the canteen service, ERA tested an alternative supplier before XO CARE decided to renegotiate a new and more cost-effective agreement with the current provider.

#### Why would you recommend ERA?

XO CARE gives its warmest recommendations to ERA, which stands for professionalism and expertise. Trust is established quickly. It’s clear that ERA’s consultants are skilled, highly experienced in cost reduction, able to identify opportunities for businesses, and easy to work with. Thanks to the strong results and the excellent collaboration with ERA, we are now looking into the next projects where they will assist us with their deep expertise. ERA understands what is needed and takes a very pragmatic approach to things.

