

# Efficiency Reimagined: DESFO's Path to Cost Optimization



The ERA team's technical knowledge and ability to challenge our existing processes opened the door to new solutions and efficiencies we hadn't considered before. ”



LUIS ELIAS, COO, DESFO HOLDING



## Total Savings

Energy, Fuel, Bank cards, Packaging, Consumables

over €1.2million

## The Client

DESFO Holding, a Portuguese business group with over 35 years of history, operates across multiple sectors, including industry, retail, logistics, and investments. With a workforce of over 1,500 professionals, DESFO is committed to innovation, transparency, and optimizing processes to stay competitive in an ever-changing market.

## The Challenge

DESFO Holding faced two key challenges: improving the agility of decision-making processes within its operational units and achieving synergies across cross-cutting areas. These challenges, combined with a need for greater focus on non-core areas, highlighted the opportunity for significant efficiency improvements. The company required a strategic partner to help streamline operations and identify cost-effective solutions.

## The Solution

By analyzing existing processes, ERA Group identified opportunities to improve energy consumption, fuel costs, and supplier contracts. They introduced more efficient alternatives and enhanced decision-making agility with structured processes and better cost visibility. ERA's approach, combining existing and new suppliers, resulted in a more efficient and cost-effective operation across DESFO's business units.

