

From Curiosity to Confidence: How Romcarbon Unlocked €332K in Savings with ERA

“Facing the economic turbulence, we are exhausting all the possibility to optimize our operational cost. From this aspect, ERA can assist us in more professional and efficient approach. We did succeed in the cost reduction by adopting ERA’s solution.”

ROMCARBON SA

ROMCARBON



Annual savings



Total Savings - €332,000

The client

Romcarbon SA is one of Romania’s most established plastic processing manufacturers, with over 70 years of experience in polyethylene, polypropylene, PVC, and polystyrene. The company operates both domestically and across Europe and is recognised as the largest plastic packaging manufacturer in the country.

The challenge

Although Romcarbon has a strong internal capability in cost control and procurement, the leadership remained curious about how external experts could enhance their efforts. They were cautious, preferring to trial a small engagement first. ERA was brought in after nearly two years of discussions, starting with a limited packaging pilot project. The aim was to explore whether meaningful cost reductions could be achieved without disrupting their trusted supplier relationships or operational consistency. Following early proof of concept, Romcarbon extended the partnership to address energy procurement, a more strategic category with significant cost implications.

The result

In packaging, ERA helped Romcarbon save €27,700 (6%) over 2.5 years on a €450,000 spend—roughly €11,000 annually—while continuing with their incumbent suppliers to maintain consistency.

Encouraged by this success, Romcarbon expanded the partnership into energy procurement. ERA delivered €304,300 in savings (7.6%) over 17 months, with annual savings of €217,400 on a €3.7 million spend. This was achieved by switching to a new supplier and renegotiating terms.

The additional cash flow has helped unlock new areas of innovation. Romcarbon is now exploring further opportunities in AI for manufacturing processes, with ERA already engaged in early discussions with group companies.

