

Great savings for FBC Manby Bowdler

CLIENT	FBC Manby Bowdler
SECTOR	Professional
COST CATEGORIES	Cleaning & Washroom Services, Office Supplies, Mobiles.

THE CLIENT

FBC Manby Bowdler (FBCMB) is 29-partner firm employing over 160 staff at five offices across the West Midlands and Shropshire. Alongside its professional rankings in the Legal 500 and Chambers, it was named firm of the year in 2014 by its regional Law Society and has regularly appeared in the Sunday Times Best Companies list under Managing Partner Kim Carr's stewardship.

THE CHALLENGE

As an innovative, service focused law firm with a strong executive team, FBCMB engaged Jason Adderley's ERA Legal team to interrogate several areas of expenditure to identify, recommend and enact opportunities for improvement where available.

CLEANING & WASHROOM SERVICES

As a result of merger in 2008 and historic localised buying arrangements FBCMB had a legacy of multiple suppliers of cleaning, washroom and associated services on a range of contractual terms and tariffs. Moreover, the management of so many suppliers was a drain on the resources of the FM Team.

ERA Legal agreed with FBCMB that a consolidation exercise should be undertaken to reduce the number of suppliers and release time for the FM Team. ERA specialist Anthony Kinder undertook a bottom-up review of cleaning and washroom services resulting in one of FBCMB's incumbent contract cleaning suppliers winning the contract. ERA and the supplier designed the commercial solution such that FBCMB were released from most of the day to day management of cleaning & washroom services whilst the quality of services was enhanced. Audited cash savings of 17% were also identified.

OFFICE SUPPLIES

FBCMB had already undertaken a successful exercise to reduce Office Supplies expenditure by creating a robust 'Core List' of products. ERA Legal was able to use its £multi-million leverage in the market to reduce annual expenditure by further 40%.



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Together with ERA we've built on the good practice we already adopt to identify potential cost savings, save management time and add significant value to our supplier relationships. The approach is not about saving money at the expense of quality but rather the attainment of the best of both worlds.

BEVERLEY COLLINSWOOD,
FINANCE MANAGER, FBC MANBY BOWDLER

MOBILES

Reliable technology with the right functionality is vital to law firms. FBCMB had developed a strong relationship with their mobiles supplier and were, rightly, concerned about any cost of change. ERA Legal undertook a market test exercise resulting in negotiated savings of 40% and improved commercial terms with FBCMB's incumbent supplier.

ERA has also provided Document Production options to FBCMB, and the team is engaged in scoping discussions concerning other projects.