

The Poppy Factory - Savings to remember

CLIENT The Poppy Factory
SECTOR Charity
COST CATEGORIES Energy and Packaging

THE CLIENT

At the Royal British Legion Poppy Factory in Richmond, a team of 60 people work all year round to produce over 30 million Remembrance poppies, 500,000 poppies of other types, five million Remembrance petals and up to 100,000 wreaths every year.

THE CHALLENGE

When Bill Kay, General Manager for The Poppy Factory, first met with Expense Reduction Analysts (ERA) consultant Andrew Lees, he realised the benefits that the ERA profit improvement programme could bring to his organisation. As Bill explains, "The Royal British Legion Poppy Factory is a registered charity and obviously has a duty to ensure that all profit improvements are monitored rigorously to ensure the safeguarding of employment for our team of 60 staff, many of whom are disabled.

We examined the Expense Reduction Analysts offer and were satisfied that its purchasing experience enhanced our financial efficiency and were attracted by the contingency fee proposal – we had everything to gain.

We asked them to look at our energy, packaging, catering and paper profit improvements." Having decided upon the categories of expenditure to be investigated, Andrew called upon the expertise of various members of the network to assist him with the analysis. Fellow consultant and energy expert Tobias Morris was able to achieve an 11% saving when he investigated The Poppy Factory's expenditure on gas and electricity. Richard Anson joined the project team to conduct an analysis into The Poppy Factory's spend on packaging. Using his extensive knowledge of this market he negotiated a saving of 11%.

ERA consultant Diane Richardson was asked to examine catering improvements and her analysis led her to conclude that The Poppy Factory already had a good deal with their existing supplier. This meant no potential savings could be made but enabled Diane to give Bill Kay and his team the peace of mind that they were buying at best value.

SUMMARY OF SAVINGS



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Expense Reduction Analysts have approached and completed the projects in a professional and timely manner, delivering worthwhile savings.

BILL KAY
 GENERAL MANAGER, THE POPPY FACTORY

Andrew is currently reviewing expenditure upon paper at The Poppy Factory and initial investigations suggest promising savings. When asked about his experiences with ERA, Bill Kay commented, "Expense Reduction Analysts have approached and completed the projects in a professional and timely manner, delivering worthwhile savings as well as giving us the comfort of independent verification of receiving best value in the relevant expenditure areas. Further savings were identified by amending our packaging configurations with no loss of quality. I would recommend Expense Reduction Analysts to any organisation that wishes to improve its profits."