

Oscar Medtec Achieves 21.2% Logistics Savings While Securing Price Stability

ERA combined its market expertise with a practical and collaborative approach, helping us achieve significant savings while ensuring predictability for the future.



PETER NYSTRÖM, FINANCE DIRECTOR,
OSCAR MEDTEC GROUP



Value Delivered:



Freight
SEK 830,624
21.2%

The client

Founded in 1967, Oscar Medtec is one of Sweden's leading suppliers of examination furniture, pharmaceutical refrigerators, and physiotherapy products for healthcare facilities, pharmacies, and schools. Based in Kungälv, Sweden, the company has built a strong reputation for delivering high-quality healthcare equipment and solutions to customers across the region.

The challenge

While Oscar Medtec was not experiencing any immediate operational concerns, the leadership team recognized the value of conducting a comprehensive review of its cost base. ERA Group was engaged to assess spending and identify opportunities to improve efficiency without disrupting operations.

Following an analysis of the company's general ledger and spending patterns, several potential categories were identified for review, including logistics, information and communication technology (ICT), and office supplies. Logistics emerged as the category with the greatest opportunity for savings.

The solution

ERA Group worked closely with Oscar Medtec leadership to evaluate its transportation requirements, supplier relationships, and long-term business needs. Rather than focusing solely on price comparisons, the team took a fresh look at the company's actual freight requirements and market options. A comprehensive market review was conducted across domestic freight providers, examining service capabilities, pricing structures, and contract terms. While multiple suppliers were evaluated, ERA Group leveraged its market intelligence and negotiation expertise to secure a significantly improved agreement with Oscar Medtec's incumbent provider. The new agreement included fixed freight pricing for 21 months, providing the company with both immediate savings and protection against future price increases.

The result

The initial analysis projected annual savings of approximately SEK 283,000, representing a 15.1% reduction in domestic pallet and parcel freight costs. Following a full 24-month measurement period, the results exceeded expectations. **Oscar Medtec achieved total savings of SEK 830,624 and a 21.2% reduction in domestic freight costs.** In addition to cost savings, Oscar Medtec gained pricing stability, maintained its existing supplier relationship, and benefited from ongoing invoice monitoring by ERA Group.

