

Switching suppliers led to a remarkable 73% reduction in expenses.

CLIENT: Charity Organisation
SECTOR: Professional Association
COST CATEGORIES: Records Management

SUMMARY OF SAVINGS

Records Management

73%

Despite the complex logistics involved in relocating offsite documentation, ERA swiftly implemented the new supplier arrangements.

THE CLIENT

As the peak body for the psychology profession in Australia, the Australian Psychological Society represents and supports over 25,000 members, with close to 200 active member groups and 47 special interest groups.

With 42 branches nationwide, APS also operates nine specialised colleges, offering training, education, and professional development. The APS is dedicated to providing benefits to members and advocates for psychologists, promotes high professional standards, and supports community well-being and action on social issues.

THE CHALLENGE

With its continued commitment to achieving good governance across all areas of its business, the Australian Psychological Society engaged ERA Group to provide competitive pricing and equivalent or better service in Records Management.

To ensure more competitive pricing, ERA invited the incumbent supplier – and three other suppliers – to submit bids for APS consideration. Notably, each bid significantly improved cost-effectiveness, and the client opted to switch suppliers, accepting the bid with the highest level of savings.

The SOLUTION

When APS changed suppliers, ERA rapidly implemented the new supplier arrangements despite the complex logistics of relocating offsite documentation. The result was a whopping 73% reduction in records management costs on the annual expenditure.



"APS management was pleased with ERA's seamless integration of the new supplier arrangements and the ongoing compliance monitoring after the changeover. Funds freed up by this review allowed the APS to improve member services."

Peter Sedgwick
Principal Consultant