



Expense Reduction Analysts

Expense Reduction Analysts Success Stories

IBB Solicitors

identify £142,000 savings

IBB solicitors

IBB Solicitors is West London's leading law firm and recognised in Legal 500 as a South East regional heavyweight. A full service law firm handling complex legal work for both businesses and individuals, IBB Solicitors is headquartered in Uxbridge, Middlesex with offices in Chesham, Buckinghamshire.

The beginning of the relationship between IBB Solicitors and Expense Reduction Analysts was rather unusual, as David Rogers explains: "One of my colleagues had done some work at IBB a long time ago. Then, in 2008, with the recession looming, the partners very sensibly considered various cost saving measures,

"The savings that David Rogers and his team from Expense Reduction Analysts have achieved have been very helpful. They have assisted the firm in emerging from the recession in good shape, and we are able to plan for the future by feeding their savings forecasts into our budget"

Martyn Green, Finance Director, IBB Solicitors

and the Finance Director, Martyn Green, remembered us. IBB rang Expense Reduction Analysts Group Office and I was fortunate enough to be asked to respond to the enquiry.

"I must say that IBB were a joy to deal with from the outset, and we quickly agreed to start by looking at three categories – Document Storage, Office Supplies and Business Print. My colleague, Derek Hodd, did a fine job and achieved savings of between 39 and 54 percent on each.

Experts in their fields

"Indeed, I have been fortunate, as the relationship has progressed, to be able to call upon the services of others in the Expense Reduction Analysts network – Nadim Vanderman achieved significant savings in Postage and DX Costs, and Brian Pinner joined the project to work on Photocopiers."

Table of Savings

Category	Saving (%)
Document Storage	54%
Office Supplies	39%
Business Print	40%
Postage	22%
DX Costs	37%
Landline Communications	14%
Mobile Communications	36%
Photocopiers	19%
Electricity	14%

The savings that Expense Reduction Analysts achieve is often down to our thorough examination of the client's spend, and our ability to consider the whole spectrum of available options. IBB's Mobile Communications project was a case in point. Here, detailed analysis of every call made prompted us to recommend that IBB completely reverse the structure of their mobile phone package: where before they had enjoyed a low handset rental charge, but had paid for every call, we now suggested that they switch to a higher handset rental with a bundle of pre-paid call-time. The result was a 36% saving.

In all, the nine categories that Expense Reduction Analysts worked on for IBB yielded overall savings of £142,000, a figure that should be seen in the context of the recession.

As Martyn Green, Finance Director at IBB Solicitors, explains, Expense Reduction Analysts were a valuable partner at such a time: "Any business faced with a recession has to take action, and we were fortunate to form a strong partnership with Expense Reduction Analysts when we did. The savings that David Rogers and his team have achieved have been very helpful. They have assisted the firm in planning for the future by feeding their savings forecasts into our budget."

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