

Rooted in Efficiency: Koskisen Kore's 22% Cost Optimisation with ERA Group

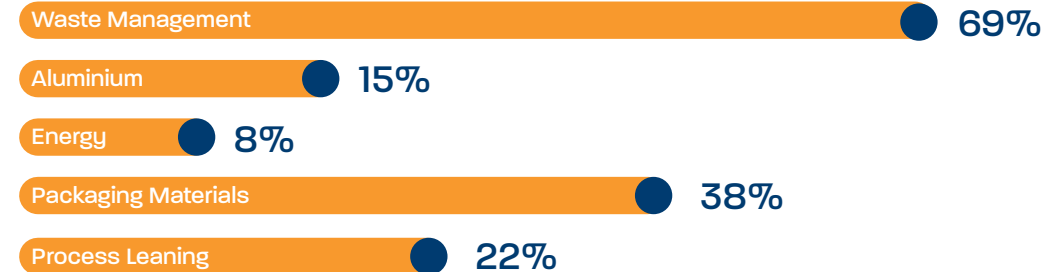
“ ERA truly listened to our needs and helped us streamline our processes, allowing us to focus on our growth without the distraction of supply chain issues. Their ability to optimize costs while maintaining our relationships with incumbent suppliers has been very impressive. ”

KOSKISEN SP. Z O.O.

JORI SILFVERBERG, DIRECTOR, BUSINESS UNIT KORE



Annual savings



The client

Koskisen SP. Z O.O. is a leading international wood processing specialist, with over a century of experience in creating high-quality, sustainable products. Operating in the circular bioeconomy, the company manufactures wood products that help combat climate change by storing carbon for decades. Koskisen Kore, a division based in Poland, focuses on providing interior solutions for light commercial vehicles. With an ambitious growth strategy, Koskisen aims to reach EUR 500 million in net sales and is committed to continuous innovation and sustainability in all its operations.

The challenge

As part of its strong growth strategy, Koskisen Kore needed a strategic partner to help optimize supplier selections and reduce costs across several procurement categories. The company was seeking improvements in areas such as productivity, indirect spend, energy, and packaging, among others, to ensure they could support their ambitious expansion goals. This project was led by ERA Group expert Henri Fagerström.

The result

The total net annual savings across the reviewed categories amounted to a 22% cost optimization, contributing significantly to the company's cash flow, which will be reinvested to support their expansion strategy in Poland.

All savings were achieved by working with incumbent suppliers, with ERA providing insights from alternative suppliers. Koskisen decided to stay with their existing suppliers due to the favourable terms they could secure through ERA's procurement process improvements.

