

## Water result for T2000

<b>CLIENT:</b>	Training 2000
<b>SECTOR:</b>	Education/Training
<b>COST CATEGORIES:</b>	Water and Wastewater, Energy, Contract Cleaning

### THE CLIENT

First established in 1966, Training 2000 is a training provider offering business solutions, commercial courses and apprenticeship programmes. In 2017, the company became part of the University of Central Lancashire (UCLan) and have a vision to be Lancashire's number one training provider.

### THE CHALLENGE

Training 2000's mission is to deliver learning excellence, creating outstanding talent for the UK. Their strategy to achieve this objective is focused on five core pillars; Customer, People, Quality, Investment and Partnership.

As a charity, profits are not a main driver for Training 2000 – but investing in their delivery and opportunities are. Cost optimisation was an obvious avenue to explore with external expertise across a number of spends. Reinvestment of any cost savings would go a long way to helping Training 2000's objectives to be met.

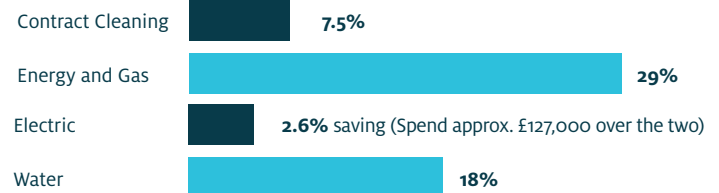
### THE SOLUTION

Chris Stott, CEO at Training 2000 met with Andrew Lee to understand how ERA could deliver best value solutions. From this meeting it was clear ERA had the specialist expertise and resource in a number of areas Training 2000 were keen to review. Training 2000 have always had their eye on costs, but wanted to explore potential savings that could be made and ERA fitted the bill.

Three initial cost categories were chosen: Water and Wastewater, Energy and Contract Cleaning.

Chris was very pleased with the findings on all three projects but particularly from ERA Water specialist Phil Howarth. Phil visited Training 2000 to survey the site and found a number of anomalies around the size of the areas which attracted surface water rate costs along with spotting that with a little work being carried out with the urinals, this would result in significant savings being made.

Phil has a United Utilities working background so wanted to make it clear that the process of obtaining results would not be quick. Phil had many long and frustrating email and phone conversations with the relevant water authorities before



£22,000 pa savings plus £6,000 refund (with a potential further substantial refund)

agreeing to his findings, which resulted in a refund for the client. However, this only forms part of what should be significantly more to come.

Chris Stott commented "Mr. Howarth had been excellent, and we thank him for his patience and dedication."

But ERA's project specialists all impressed with their knowledge, and relationships built with suppliers, ensuring clients are on the best prices, contracts and processes.

