

Rapid Transformation Delivered for Wolferstans Solicitors LLP

CLIENT	Wolferstans Solicitors
SECTOR	Professional Services
COST CATEGORIES	Document Production – savings 55%
	Mobiles – savings 37%
	DX – savings 42%
	Postage – savings 19%
	Records Management

THE COMPANY





Headquartered in Plymouth, Wolferstans is a growing regional player with 15 Equity Partners and a total headcount of 170.

The firm broke the £10 million revenue barrier for the first time in 2021 and recently converted to an LLP.

RAPID TRANSFORMATION DELIVERED

Wolferstans engaged ERA on broad programme of work just as the implications of Covid 19 were becoming clear. ERA was set an agenda to help the firm to harness the benefits of pandemic-induced 'forced change' in order to contribute to long term process improvement and growth.

Over a three month period in Spring 2021 ERA delivered:

-  A reduction in like for like Document Production costs of 55% - with the opportunity to make additional savings by reducing the photocopier fleet, and embracing print-to-post functionality.
-  A new contract to more than double the number of mobile phone devices / connections whilst reducing the unit cost of each device / connection by 37%.
-  Savings of 42% on the annual DX subscription and a change of process in outbound Postage saving at least 19%.
-  The procurement of a market leading Records Management tariff & contract in just 10 days to enable the time critical uplift of the closed file archive.



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As the opportunity to reduce our office space and to truly embrace agile working became clearer, we looked to ERA to help us on that journey. Together we've explored and identified cost effective options to transform our back office spending whilst minimising disruption to our operations. ERA's hands-on approach helps us to implement, refine and sustain the gains that we've made. With ERA we know we've always got experts on call.”

**CHARLIE JONES, PARTNER & FINANCE DIRECTOR,
WOLFERSTANS SOLICITORS LLP**