Case study

Leading industrial manufacturer saves $2.4M thanks to ERA Group

Annual savings: $2,425,000

Freight - Ocean	68%
Small Parcel Shipping	40%
Commercial Insurance	38%
Freight – TL & LTL	8%
Telecom - Wireless	44%
Uniforms	22%

One-Time Savings: $32,000
(Wireless Hardware – free device upgrades)

> ERA made a significant impact on our expense management over the past five years from the price creep we were seeing. Their expertise and proactive approach clearly provided immense value, almost like having an extended team dedicated to our success. The ongoing quarterly reviews and their vigilance in catching any slips gives us great peace of mind.

KEITH ELLEFSEN, VP OF OPERATIONS & SOLUTIONS
BYSTRONIC

Bystronic

The client

Bystronic is a global leader in laser cutting systems and automation solutions for the sheet metal industry. ERA Group partnered with its North American division to optimize costs across logistics, insurance, and telecommunications supporting both manufacturing and service operations.

The challenge

Despite longstanding vendor relationships and an experienced internal procurement team, Bystronic identified potential inefficiencies in several high-cost categories. However, limited internal bandwidth and a lack of market benchmarking data hindered their ability to fully assess or address these opportunities. The client sought a trusted partner to deliver meaningful savings across complex spend areas—without disrupting operations or compromising vendor relationships.

The solution

ERA Group conducted a targeted, multi-category spend analysis and identified savings opportunities in wireless telecom, commercial insurance, freight (domestic and ocean), small parcel shipping, uniforms, and equipment purchases. Working collaboratively with internal stakeholders and both incumbent and new vendors, ERA renegotiated rates, optimized contracts, and introduced operational improvements—including the collaboration with domestic and international teams.

The result

ERA delivered over **$2.4 million in annual recurring savings**, along with **$32,000 in one-time hardware savings**, all without disrupting services or vendor continuity. The engagement enhanced financial performance while preserving the client's operational agility and strategic vendor partnerships.