



# Expense Reduction Analysts

## Improve your bottom line – WITHOUT fundraising or membership growth



### We do wonders for nonprofits, associations

In today's challenged economy, better to reduce the amount you spend rather than count on the amount you can raise.

Consultants from Expense Reduction Analysts (ERA) are expense category experts who analyze and re-negotiate what your organization spends in common overhead categories such as brochure printing, office supplies, merchant card fees, telecommunications, air/ground couriers, copier leases, insurance, and many others.

ERA has completed more than 14,000 projects worldwide, saving clients an average of 20%.

### How your organization benefits

- We perform all the work, freeing you to focus on your core mission.
- We do not charge a fee to do a detailed analysis or prepare recommendations. We are paid out of the savings we find for you, so your organization has nothing to lose - and everything to gain.
- Analysts have tremendous success realizing substantial savings using your preferred vendors.
- Consultants bring current market knowledge, benchmark data and category expertise to your side of the table in negotiating with suppliers.
- A cost-savings project demonstrates to supporters that you practice responsible stewardship of donated funds.
- Found money in your operating fund!

### 25.2% reduction in merchant card fees

- National Association of School Psychologists, Washington, D.C.

### 12.5% reduction in food services

- Homeward Bound of Marin (California)

### 17.5% average reduction in fleet management, telecommunications, waste management, merchant card fees, advertising, air/ground courier

- Provider of education, training and career services for the disadvantaged in the Midwestern U.S.

For more information contact Phil Gross, 301-467-4832 or [pgross@expensereduction.com](mailto:pgross@expensereduction.com).

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