

Being on the same page with Publisher Lannoo brings significant results

CLIENT Lannoo Uitgeverij
SECTOR Publishing
COST CATEGORY Cleaning, courier, freight, fleet management

THE RESULTS Double-digit savings on cleaning, courier and fleet management expenses

THE EXPENSE REDUCTION ANALYSTS TEAM
 Peter de Heer, Benoît van Wassenhove, Johan Van Delm

THE CLIENT

Located in the Flanders region, Belgium family-owned enterprise Lannoo Uitgeverij is a principal book publisher with a wide portfolio of titles in many topics including: lifestyle (architecture, cooking, gardening...), children, non-fiction (history, religion, education...) as well as fiction. Lannoo defines itself as aiming to be a leading, creative and innovative publisher that creates economic and cultural value.

THE CHALLENGE

Though procurement of operational products and services is decentralised throughout the organisation, the company is very focused on cost awareness and sustainable business practices. Expense Reduction Analysts consultant Peter de Heer met with the COO and CFO who were open-minded about discovering new ways to achieve savings.

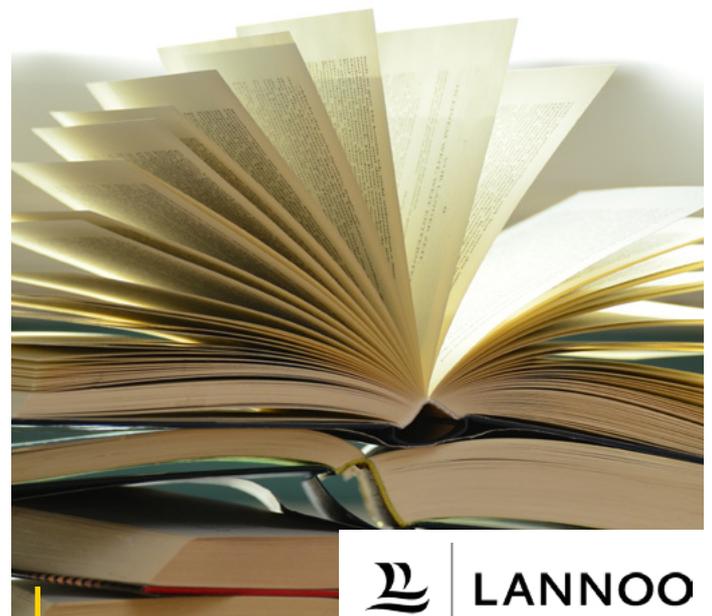
THE SOLUTION

Several cost categories were investigated. For a few of them -printing, waste and temporary labour-, Expense Reduction Analysts concluded that the Lannoo in-house procurement was very efficient and no further cost optimization could be achieved.

For the expenses on cleaning, courier, and fleet management however, the in-depth category knowledge of ERA experts enabled substantial savings. The collaboration is still ongoing on other areas.

“The ERA experts brought specific knowledge and expertise that we did not possess in-house and their ongoing and accessible support enabled us to achieve significant savings,” said Frank de Wulf, COO of Lannoo Uitgeverij.

“As this solid multi-generation family business was already very cost-conscious when we started our cooperation, we were immediately on the same page. The collaboration went well, and thanks to this mutual understanding the results were tangible,” said Peter de Heer, Expense Reduction Analysts Partner.



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