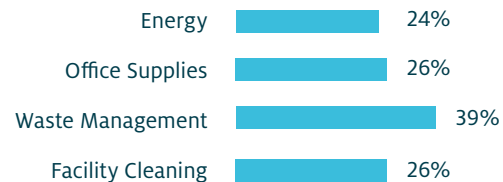


VWR International putting costs under the microscope with Expense Reduction Analysts

CLIENT	VWR International
SECTOR	Healthcare
COST CATEGORIES	Energy, waste management, office supplies and facility cleaning

THE RESULTS



THE CLIENT

VWR International, headquartered in Radnor, Pennsylvania, is a global laboratory supply and distribution company with sales in excess of \$4 billion. VWR distributes a highly diversified product line to most of the world's top pharmaceutical and biotech companies and industrial, educational and governmental organizations. With over 150 years of industry experience, VWR offers a well-established network that reaches thousands of specialized labs and facilities worldwide.

By its subsidiary in Louvain, Belgium, Expense Reduction Analysts was asked to investigate efficiency improvements for several indirect cost categories.

THE PROJECT

Energy: 24% saved

Energy users attain long term relationships with incumbent suppliers and do not always question the conditions of their long-term agreements. And although the markets for electricity and gas have shown increasing competitiveness, the rate structures stay less than transparent. Expense Reduction Analysts supported VWR with creating a clear overview of cost saving scenario's fitting its needs.

Office Supplies: 26% saved

Expenses for office supplies are necessary but difficult to optimize when alternative solutions are not taken into account. For VWR, Expense Reduction Analysts has developed different options, from specialized suppliers to substitute product selection.

Waste Management: 39% saved

In this area not only costs but also corporate sustainability policies can play a role in decisions around supplier choice and practical solutions. VWR has chosen a new supplier that required a changeover of technical installations, but offering the highest possible savings.

Facility Cleaning: 26% saved

That a long-lasting supplier relationship can be even further improved appeared again true with VWR's cleaning service company. Performance and service conditions have been jointly revisited, resulting in a substantial saving and continuity in cooperation. "During the post-implementation monitoring, Expense Reduction Analysts showed true project ownership and ensured correct application of the new conditions. We are highly satisfied with the ongoing support."



VWR has a focused team of colleagues who are experts on our core business activities. Managing operational expenses is complex and time consuming. So this is an area where Expense Reduction Analysts adds significant value and without claiming much of our time."

KRIS NIJS, VWR DIRECTOR FINANCE & CONTROLLING