

Immediate savings and long term reduction of Unicarepharmacy's cost and energy consumption

CLIENT Lloyds Pharmacy

COST CATEGORIES

Stationery, Print, Electricity,
Packaging

SECTOR Pharmacy



Unicarepharmacy is Ireland's largest pharmacy group with 72 pharmacies located in Dublin, Laois, Westmeath, Cork, Limerick, Wexford, Co Waterford, Kildare and Kilkenny.

Laura Murphy, Unicarepharmacy said: "Working with Expense Reduction Analysts was an incredibly worthwhile experience; the detailed analysis that the consultants set on an invoice basis ensured that all costs were identified and an accurate benchmark was set. As a company, we do not have time to get down to this level of detail so their input was extremely beneficial to us."

Unicarepharmacy first asked Expense Reduction Analysts to look at three categories – stationery, print and electricity. Neil Copland comments: "The print project had its challenges; we recommended that Unicarepharmacy change to a print broker as the single source for all of their printing. This move added real value to Unicarepharmacy's business processes by not only delivering savings, but also providing the benefit of the supplier's breadth of experience. The broker was able to show our client how other businesses were utilising print in retail marketing.

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I was delighted with the savings that Expense Reduction Analysts have delivered; but, if anything, I am even more excited by their Energy Management Audit, which promises not only huge cost reduction but also a massive drop in our carbon footprint.

Michael Keating,
Finance Director, Unicarepharmacy

Expense Reduction Analysts' approach has been very responsible and professional. We could never have uncovered those savings on our own, and their Energy Management Audit has been priceless, giving us the opportunity for significant and sustainable savings, as well as fulfilment of our CSR policy, which is extremely important to us. I look forward to a long and fruitful partnership between our two businesses.

Michael Keating of Unicarepharmacy, concludes:

"I think it's fair to say that Unicarepharmacy were a little nervous about the changeover period, as printed point-of-sale collateral is extremely important in their business but ultimately, they were so confident that it would be managed effectively that they decided to implement the change earlier than planned – during their busy January period."

Unicarepharmacy 

ENERGY MANAGEMENT AUDIT – THE KEY TO SAVINGS AND SUSTAINABILITY

The electricity project demonstrated another benefit of Expense Reduction Analysts' approach. Neil Copland explains: "We established that Unicarepharmacy were actually buying electricity as economically as they could. We managed to secure a 1% discount for them – purely on the strength of our buying status. It was at this point that we started to discuss with Unicarepharmacy the broader energy procurement picture.

"As a result of our discussions, we were asked to undertake an extensive Energy Management Audit to find where processes could be improved and value could be added in terms of Unicarepharmacy's energy consumption. We agreed a list of ten of their offices and outlets that formed a representative subset of their whole network, and we analysed their energy profile."

REDUCING CONSUMPTION, REDUCING COSTS, REDUCING CARBON

On the basis of this research, the consultants delivered an audit report with their recommendations split into two phases; the first set of recommendations could be implemented quickly, at no cost and would reduce Unicarepharmacy's consumption by 550,000 kWh per annum, generate savings of €67,000, and reduce their carbon footprint by 9 tonnes.

Neil added: "The second set would save 2 million kWh every year, or €213,000, with an 80-tonne reduction in their carbon footprint. These changes would pay for themselves in 18 months."

The report has been extremely well received within Unicarepharmacy, the savings being very much in line with the company's commitment to its Corporate Social Responsibility policy. The company has asked Expense Reduction Analysts to put together a digest of tips on energy saving to send out across their network.

Speaking of the beneficial partnership, Laura Murphy, Unicarepharmacy commented: "Expense Reduction Analysts have expert knowledge in all areas of our company's costs which I found invaluable, the whole process is much more than a tender proposal on our behalf. As a company operating in the current economic climate, we need to maximise the efficiency and effectiveness of our operations while continually improving our cost structure. Working closely with Expense Reduction Analysts has been vital in achieving this goal and long may this continue."

Neil Copland sums his experience of the project so far: "Finding savings for clients is great, but working with a company like Unicarepharmacy on such a major review as this, takes our work into a wholly different dimension. Together, we are not only finding huge savings, but also fulfilling the business's commitment to CSR and helping the planet."

Michael Keating of Unicarepharmacy, concludes: "Expense Reduction Analysts' approach has been very responsible and professional. We could never have uncovered those savings on our own, and their Energy Management Audit has been priceless, giving us the opportunity for significant and sustainable savings, as well as fulfilment of our CSR policy, which is extremely important to us. I look forward to a long and fruitful partnership between our two businesses."

SUMMARY OF SAVINGS

