



## ERA Earns City's Vote of Confidence

Southeastern City cuts Banking Services Fees by 85%, and Merchant Card Fees by 48%

### City staff looks to ERA as an incremental resource with industry knowledge

The city manager of a southeastern municipality engaged Expense Reduction Analysts (ERA) to help review and analyze City expenses to uncover potential cost-savings opportunities. ERA's specialized knowledge of various cost categories would complement City staffers' expertise, and ERA consultants' experience was viewed as a plus in helping reduce the City's general and administrative costs.

### ERA review unearths savings

Applying their industry knowledge, and using specialized analytical tools and proprietary benchmark pricing data, ERA consultants found significant savings in Banking Services Fees. Savings were discovered in fixed (monthly) and per item (variable) bank fees. The City's administrative staff supplied the data ERA needed to drill down into the City's banking services fee structure, a collaborative effort that helped the City explore all potential options to arrive at the best fee structure. ERA also assisted the City in implementing the optimum banking solution

ERA went on to help the City with Merchant Card Fees, uncovering a more transparent pricing structure that allowed better management and more appropriate pricing for these fees, particularly in the utility and judicial departments of the City's operations.

**"Expense Reduction Analysts performed a detailed analysis of our Banking Services Fees and Merchant Card Fees. They were able to identify areas where we could realize substantial savings. Their work was professional, thorough and timely. I would be comfortable recommending ERA to other local governments."**

**City Manager**