

# National Law Firm Cuts Record Management Costs

**Client** Baker Donelson

**Sector** Law

**Added Value** Switching to the new supplier added almost \$250,000 to the client's bottom line — untapped savings approaching 55%.

## ERA evaluates Baker Donelson expenses, discovers savings

### THE CHALLENGE

Baker, Donelson, Bearman, Caldwell & Berkowitz, PC (Baker Donelson) is one of the biggest law firms in the country with 19 offices in Texas, Washington, D.C., and the Southeast. More than 650 attorneys and policy advisors offer knowledgeable guidance to clients, who view Baker Donelson as a valued business partner. With significant records management expenses, including storage, this professional services firm asked ERA to assess possible savings opportunities.

### THE SOLUTION

The law firm used several different records management providers, incurring approximately \$454,000 yearly for services. ERA's team of experienced consultants in this supplier market analyzed Baker Donelson's records management guidelines and expenses. Next, ERA developed and issued an RFP to prospective suppliers. Based on their responses, ERA recommended a single supplier as the vendor of choice to handle Baker Donelson's records management needs.

### THE RESULTS

ERA's counsel, driven by insights into supplier markets and behaviors, improved Baker Donelson's cash flow substantially. Switching to the new supplier added almost \$250,000 to the client's bottom line — untapped savings approaching 55%.



### PROJECT INFORMATION

<b>Expense:</b>	Records Management
<b>Industry:</b>	Professional Services
<b>Hidden Savings:</b>	54.7%
<b>Savings:</b>	\$248,341

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Under ERA's guidance, we were able to achieve significant savings for the firm while also creating efficiencies and standardization in the area of records storage.

THOMAS CHEAIRS, DIRECTOR  
FINANCIAL REPORTING AND BUDGET, BAKER DONELSON

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