

"This article was written with the co-operation of: Chantrey Vellacott, a top 20 firm of Chartered Accountants. Eversheds, a city and national law firm. Cost Reduction Services Limited, a cost management consultancy."

"Meet the professionals - getting the best advice for your business. In this article, we look at the professional services available which can help you make a crucial difference to your business's fortunes. Reducing everyday costs is a constant battle for businesses large and small. Whilst the cost of rent, salaries and office equipment may occupy the mind of nearly every manager and finance officer, the amount paid for telephone, electricity, gas and water often goes unquestioned."

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"In times of belt-tightening, other overheads, including staff costs, are more often candidates for attention than utility bills. Reducing the costs of these can be a significant and painless source of saving. However, many firms seem to be still pouring money down the drain - literally! Paul Fisher, Managing Director of Cost Reduction Services, a Surbiton-based consultancy specialising in utility cost management, estimated over 80 per cent of firms pay more than they should on these basic services."

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"It is ironic that companies seek the keenest price possible from other suppliers and yet do not consider that they could be paying less on telephone, water, electricity and gas bills. This is partly because they are not aware of the potential savings made available by recent market changes, new technology and new sources of supply."

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"Many companies don't have the skills, resources or knowledge and above all, the time to undertake such an audit. Effective utility management depends on the ability to identify, interpret, and handle technical data combined with market knowledge in terms of prices, suppliers and available contract terms. With over 70 gas suppliers in the UK, it is impossible for a customer to keep track of prices. This means that firms never know if they are being charged the right price or where to go for a more competitive price. "

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"By getting professional help, significant savings can be made with no reduction in the quality of service. All of this helps a company's cashflow and profitability. The service offered by CRS work is primarily based on results i.e. 'No Savings - No Fee'. On signing an agreement, CRS will review all telephone and utility bills of the company and where savings are identified and implemented, share equally in those savings with the client."

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"CRS works with a wide variety of businesses and regularly achieves savings of between 20-30 per cent for them. It was recently able to reduce the gas bill of one London restaurant by over 40 per cent or nearly £1,300. It also helped a firm of solicitors reduce their water bill by 30 per cent."

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"A little time spent on this can stop a company literally pouring money down the drain! By turning to experts such as ourselves, companies can achieve real and lasting savings. Utility management is something no profit-minded business can afford to ignore."