

Ten years on and Auditel continue to impress with positive results for Bifold

Bifold Finance Director, Andrew Revans, met with Auditel Cost Management Specialists, Mike Andrews and Paul Taylor, following an introduction by Barclays Ventures. Andrew says, "We were looking to grow the business and engaged Auditel as a resource to help us reduce costs."

Bifold Fluidpower Ltd are leaders in the design and manufacture of hydraulic and pneumatic stainless steel directional control valves and accessories for hazardous, corrosive and subsea environments.

Outstanding results

Andrew says, "The results Mike and Auditel colleague Paul Taylor have achieved speak for themselves: savings every year on electricity and gas supplies. Savings on telecoms, mobile fleet, vending machines and latterly on the surface water charges at our new site."

Going the extra mile

But Auditel contributes much more than savings. Andrew continues, "Auditel have provided advice where required on many areas of the business and highlighted areas of interest/concern such as helping identify a water leak by analysing changes in water usage. Paul and Mike were able to provide simple reports for renewals which enabled me to spend the minimum amount of time each year whilst knowing that we had achieved the best outcomes and that each renewal was implemented correctly and managed and monitored by Auditel throughout the year."

The savings achieved

Initially, Auditel had impressed with a 16.7% improvement on an already competitive renewal offer received from a local broker for their electricity supply. Savings on gas of 20.8% soon followed, despite the need for built-in flexibility to mirror Bifold's fluctuating consumption needs. The following year they returned a saving of 20.9% on mobiles – with the incumbent supplier and made further savings for Bifold on roaming costs when staff went overseas. The fixed telephone costs were also analysed and moved away from the incumbent supplier with the benefit of almost halving the costs.

Proactive service

In 2014 Bifold moved to new premises. Paul and Mike, seeing an opportunity, completed a full area survey. First they contested the water charges, achieving a 47% reduction in charges backdated to the start of the year. Next came the electricity capacity level, which was set too high and they obtained a 50% reduction for Bifold.

Paul and Mike have also made savings in Stationary, Vending machines, and Couriers and reviewed other categories such as waste and rates.

Summary

Auditel have identified and managed savings opportunities, and provided invaluable support over a wide range of business areas to the Bifold Team for over 10 years.



SAVINGS BREAKDOWN

CATEGORY	SAVINGS
Fixed Lines	48%
Water	47%
Mobiles	21%
Gas	21%
Electricity	17%
Vending	12%

"Over the past 10 years, we have been able to focus on growth whilst Auditel has enabled us to achieve significant savings in a broad range of areas, with minimum effort for our team."

Andrew Revans, Finance Director

