

Testimonial by Simon Coatsworth – CEO Zenith Chambers

In March 2014 I was contacted by Eagle Consultancy with an offer to assist with making savings on our DX costs. I initially approached this with the natural scepticism that comes with speaking to anyone who says they can make savings on the DX.

For two months they lent us (at no cost) a simple set of postal scales, linked to an inbuilt tablet computer running an app which includes details of the DX pricing. Each day for two months we religiously weighed every item that we were sending by DX. This wasn't an onerous task as there is a means of including multiple items. They then produced an excel report showing the number of items sent and the actual cost of sending these through the DX, extrapolated forward to give an annual cost estimate.

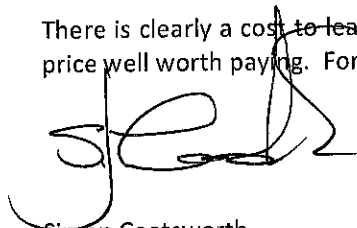
Armed with this information, I arranged a meeting with the DX rep. The consultant from Eagle Consultancy, Mike Roberts and his colleague, John Lafferty agreed to attend the meeting to give their additional support to any figures that their system had produced.

I presented the DX rep with the data; asked him to tell me how he could justify the price quoted for the renewal, which he could not. He went away, spoke with his manager and they agreed that our data is correct and agreed to a 37% reduction in our DX costs.

We are now leasing the equipment from Eagle Consultancy. The annual cost includes all reports which they prepare and send to us. We will then continue to track our DX each day going forward which will simplify next year's DX renewal significantly.

I would wholeheartedly recommend getting in touch with Mike, especially if your renewal is coming up. The more data you can collect in advance of your negotiations with DX the better.

There is clearly a cost to leasing the equipment, but when compared to the annual savings, this is a price well worth paying. For the first time, it puts you in the driving seat of negotiations with the DX



Simon Coatsworth
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Zenith Chambers

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