

CASE STUDY: COST SAVINGS.



\$115K+ in cost savings achieved on a global roadshow program.

BACKGROUND

The client is an Australian software company specialising in the development of innovative technology solutions for the financial markets, wealth management, and mortgage sectors.

PROBLEM

The company's 2017 roadshow was planned to be a global event across six countries. This included locations in Melbourne, Sydney, Johannesburg, Toronto and the United Kingdom.

SOLUTION

Utilising staff in our regional offices onsite at each event, ETM was able to pass on significant cost savings to the roadshow budget.

By utilising local staff, the client was saved \$25,000. Global hotel negotiations through our network also saved \$25,000 while the VAT Claim returned \$70,400 back to the client.



ETM was able to achieve and ensure \$115,000 in cost savings through consistent delivery across every country.