

MARYLEBONE CRICKET CLUB

REFERAL RESULTS IN LARGE SAVINGS FOR M.C.C.

The relationship with the M.C.C. begin with a referral from an existing CRC Client.

Initially we were asked to look at the clubs laundry costs which after liaising with the catering department to establish a clear specification of their service and quality requirements we were able to negotiate and achieve significant results. We explored the option of working with several new suppliers, but in the ultimately chose to stay with the existing supplier reducing the costs by 15%, approximately £35,000 per annum.

Our next project was to look into the costs of agency staff cleaning within certain parts of the ground. After prolonged negotiations we have managed to achieve a saving for the M.C.C. over £40,000 per annum. One of the key issues at Lords Cricket Ground is ensuring

communication during Test Matches is of an exceptionally high standard. Therefore when asked to negotiate the telephony of the Club the existing requirements and specifications of the contract were extremely important.

Since the implementation of the new contract, the club will be saving in the region of £20,000 per annum .

We have an on-going contract with Marylebone Cricket Club to look at consumption reduction within Gas, Electricity and Water as well as the cost savings available within Photocopying.



LORD'S
THE HOME OF CRICKET

**NIGEL WARD,
DIRECTOR,
THE COST REDUCTION COMPANY**

“Working with the M.C.C. has required CRC to look closely at the traditions and complexities of a major sporting venue. The strong relationship between CRC and the club has meant we have been able to deliver excellent cost reductions resulting in new projects for the future.