



## Ed Flanagan



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*As the local Director with ERA, Expense Reduction Analysts, a Global Cost Management Consultancy. Ed generally work with Executives who:*

- *are looking for ideas and resources to make a greater positive impact on company cash flow;*
- *are limited in the resources necessary to manage overhead expenses and vendors as well as they would like; or*
- *just don't like leaving money on the table.*

*Through benchmark data that tells him where to focus resources, and insider experts from the various vendor industries, he generally recovers an additional 15 - 20% in expense reduction to put back into working cash flow. And, he does it without jeopardizing existing relationships, without forcing clients to use specific vendor and without any degradation in quality or service*

Ed is the Director of Expense Reduction Analysts (ERA) in Eastern Pennsylvania, Delaware, New Jersey and New York City. As an advisor and advocate, his focus is to build strong relationships and deliver comprehensive cost containment solutions for his Business Owner, CEO and CFO clients.

During his tenure with Expense Reduction Analysts, Ed has led reviews of over \$12 million in expenses with an average cost savings of 24%.

Prior to joining ERA, Ed spent more than 30 years as an Auditor, Controller, and CFO of residential and commercial construction and development companies. Most recently, he was CFO for Philomeno & Solamone Builders and Area Controller for K. Hovnanian Companies.

Ed also has experience as a Consultant in the Non-Profit sector and is currently an Adjunct Professor of Accounting at West Chester University.