

Case Study – D.A. Collins Companies



"CCA's expertise and attention to detail in the fields they evaluate are unmatched. Even after we renegotiated our contract with our cell phone provider and were satisfied with the savings we realized, CCA was able to negotiate another \$42,000 in savings!"

The Company

More than 50 years ago Donald A. Collins started the D.A. Collins Construction Company in Mechanicville, New York.

In 1957, D.A. Collins Construction Company was awarded the prestigious contract that would later become their trademark, the Twin Bridges on the Mohawk River in New York. During the next fifteen years they grew through acquisition and by bringing on board the most knowledgeable and experienced people in the industry.

The D.A. Collins family of companies has today become a full service construction firm, providing superior industrial and infrastructure construction services and aggregate products to a variety of industrial, corporate, and municipal clients throughout the Northeast. D.A. Collins is also one of the few companies in the United States to be accepted into the EPA's Star Track Program.

The Challenge

For DA Collins, increasing competition and the escalating costs of doing business required rigorous expense management. One of the areas that D.A. Collins focused on was how to reduce the cost of cellular phones. Cellular technology was a boon to the business, but it came with ever-increasing costs. With the variety and complexity of features, rate programs, and contracts available, the cellular phones became an expense that was hard to define and contain.

Keeping these costs under control was a real challenge, even though cell phone usage was reviewed on a monthly basis. Furthermore, given the nature of the business, phones were frequently lost or damaged on the job sites. These factors made the management of cellular expenses an overwhelming task.

The Approach

Ron Baisley is the Equipment Superintendent for DA Collins. Although aggressive in his approach to controlling costs, he did not have the expertise on staff to do a thorough, unbiased evaluation of his firm's cellular program. Cost Control Associates proposed its **Cellular Source Analysis**TM program. Ron liked the concept of a cellular cost savings program, especially one in which the fees were paid out of the savings produced, and saw the potential benefits.

Cost Control Associates then began an analysis that included:

- ✓ A complete physical inventory of cellular phones.
- ✓ Comparison of DA Collins contract rates with currently available rate plans.
- ✓ Implementation of recommended changes that resulted in cost savings.
- ✓ Follow up and timely reporting to verify the completion of the changes and the savings.
- ✓ Recommendation and implementation of a new cost allocation methodology within DA Collins.
- ✓ Contract negotiations with carriers in order to secure the best available rates and terms.
- ✓ On-going monthly review for further opportunities for cost savings.

The Outcome

Cost Control Associates' expert analysts were able to identify and implement cost savings recommendations resulting in savings of over \$50,000 a year. D.A. Collins has not only been able to save on their monthly cellular costs but will also benefit from a new contract that will provide additional cost savings and flexibility. The results were achieved without changing cellular carriers or any disruption to D.A. Collins day to day operations.

Contact: Mr. Ron Baisley
Equipment Superintendent
D.A. Collins Companies
Phone: (518) 583-9640
Email: rbaisley@dacollins.com