

## CLIENT

**Worcestershire County Cricket Club**

## PROFILE

Worcestershire County Cricket Club is a division one championship side that has in the past struggled to maintain a sound financial footing. The Club has also embarked on a growth strategy to reconstruct part of the ground alongside a new hotel, this will enhance to income potential of the club's operational business.

## SAVINGS BREAKDOWN

COST CATEGORY	% SAVING
Landlines	43%
Gas	43%
Merchant Cards	16%
Stationery	21%
Water Savings	61%

**To date the annualised savings are £60,000.**

## Lexion bludgeons a big score for Worcestershire County Cricket!

Worcestershire County Cricket utilises Lexion Consulting Cost Management Division to accelerate and save money and get more for less.



The Club has made some strong financial decisions to drive down costs to improve their profitability and are focussing on financial, operational and revenue improvements. To this end David Leatherdale CEO and Chris Smith FD have been working with Colin Stewart of Lexion to deepen and accelerate the improvement process and to specifically audit a number of cost categories with a goal to making significant cost savings, whilst maintaining the required service profile. Lexion focussed on the overhead areas while the senior management have been very successful on the direct costs and increased revenue.

Overall to date the results are exceeding expectations.....

*Chris Smith said "Lexion gave us the opportunity to apply a professional purchasing approach to many costs in the business that together constitute significant spend, but individually are not always given the attention they require. In addition to a powerful procurement process, Lexion used their legal expertise in some tricky areas to deliver benefits, but it's been a team effort and Lexion have worked well with our people."*

*We are very happy with the results to date and of course it's a bonus that we only pay them when we achieve bottom line savings!"*

Further cost categories with a spend of £80,000 are to be audited during the first half of this year.