

## PakLab Saves 34% on Telecom Expenses and has the potential to save 35% on Waste Expenses

### The Client

PakLab is a full service contract manufacturer of personal beauty care products, fragrances, and cosmetics. PakLab also produces flexible packaging. PakLab is headquartered in Commack, New York and has operating locations in California, Ohio, and Indiana. PakLab's long-term client relationships are based on service, value, continuous improvement and a shared strategic vision. PakLab prides itself in being an extension to its clients' manufacturing operations, with on-site research and development teams that fuel innovation, and bring clients' products to the market better, quicker and more cost effectively.

### The Challenge

Managing telecom and waste expenses across a multi-state manufacturer tends to get overlooked if service seems to be functioning normally. There are plenty of other areas in an expanding manufacturer that require more immediate attention. Jeffery Morlando, Chief Financial Officer of Paklab, knew Edge Insights had the expertise to provide a thorough analysis of telecom & waste expenses. As importantly, Jeff knew he could count on Edge Insights to monitor his accounts to ensure these expenses remained accurate and competitive in the future.

### The Benefits

Edge Insights currently manages the electricity, natural gas, telecom, and waste removal expenses on behalf of PakLab. The telecom review uncovered a substantial amount of billing anomalies, unneeded service, unfavorable rates, and opportunities for consolidation. The waste removal review included a forensic bill analysis, a contract compliance audit, a competitive market analysis and an on-site survey to assess the waste & recycling process at each location. **Through the efforts of Edge Insights, PakLab has saved 34% on telecom expenses and has the potential to save 35% on waste expenses.** PakLab also received various expense reductions from Edge Insights relationship with a sales and use tax review group & a transportation logistic firm.

*"Since 2011, Edge Insights has continued to provide PakLab with opportunities to cut our operational expenses. Every service they have provided has proven to be beneficial to our organization and worth the very small amount of time we have had to invest internally. Edge Insights provided a detailed list of all potential savings opportunities, and PakLab remained in complete control when deciding which opportunities to implement. Once we decided which opportunities made sense for our organization, Edge Insights went to work applying the changes and they continue to review our invoices for accuracy."*

**Jeffrey Morlando, Chief Financial Officer—PakLab**



### PakLab

- Full-service packaging manufacturer
- Headquartered in Commack, NY
- Locations in California, Ohio, and Indiana
- [www.paklab.com](http://www.paklab.com)

### Results

- Edge Insights has been helping PakLab reduce and manage several operational cost categories since 2011.
- Edge Insights reduced PakLab's telecom expenses by 34%.
- Paklab has the potential to save 35% on waste expenses.
- Edge Insights has ensured optimal energy costs & contracts.

#### Contact Edge Insights

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