



## ATS, Above the Standard History, Performance, and References

**We appreciate your desire to know more about our history. Below are some of the growth actions over the last 30+ years.**

- Ted Landgraf started contract, cost reduction work in 1979, as a sole proprietorship in Renton, Washington, United States.
- Procurement Cost Reduction, Procurement Outsourcing, was added a few years later.
- Project Finance Readiness Consulting, Project Finance, were officially added in 1993.
- The company started operating as Compass NW in the mid 1990's.
- Growth solutions from e-Commerce, web, internet marketing, and technology were utilized in the organization to grow clients, along with offering custom solutions to clients in 1995.
- After much testing in the marketplace, working remote became a core practice in 1999.
- The company grew into other nations in procurement, outsourcing, training, and other scalable solutions in the early 2000's.
- The company re-branded to Above the Standard Procurement Group, Inc., and ATSPG Franchising Inc. in 2009 to support the corporate growth in growth solutions, along with the Franchising of the Procurement Division.
- In 2015, it was decided to maintain the franchise owners, without growing more franchisees.
- In 2015, we started offering an official partner program, known today as the Relationship Development Director Program.
- Our corporation was moved to Nevada for tax, compliance, and ease of business in 2017.
- In 2021, a decision was made to place some of our legal entities to Wyoming as it is one of the best places to do business for tax, compliance, and ease of business (ATSP Group, LLC and ATS Above the Standard LLC).
- We currently continue to grow with more than 1,000 partners, increased projects, acquired clients, support, and much more!

**If you have any further questions, please do not hesitate to contact us.**

A handwritten signature in blue ink, appearing to read 'Ted Landgraf', with a long, sweeping horizontal line extending to the right.

**Ted Landgraf**  
**Founder, Board Member**



### **ATS: Global Leader, Innovator, Motivator, Strategic Change Agent**

ATS is an experienced global leader empowering, motivating, and producing lasting change for individuals and organizations. Their international experience empowering and changing the lives of many executives, leaders, and organizations in many nations has increased profits, improved capital, and reduced costs in the billions of dollars with sustainable outcomes.

Our Founder, Mr. Ted Landgraf is a committed and an initiative-taking executive with more than 30 years of global business, training, strategic, procurement, finance, and leadership experience in many different industries, from minor to Fortune MNCs.

### **Global Leadership, Executive Profile**

- Global Experience: Many industries – private, public, small, large, non-profit, local, and national government.
- Organizational Systems: Streamlined entire procurement, finance, capital, and management systems in many organizations increasing profits, improving capital, and reducing costs (from \$1 Million to more than \$100 Billion+ gross revenues).
- Best Practice: Creation and implementation of best practices, standard operating procedures, governance, compliance, turnkey systems, contracts, and training for efficient maximization of teams and capital, consultancy, and costs.
- Knowledge Management: Developed a comprehensive, in-depth set of intellectual property in business processes, leadership, management, business development, procurement, capital, cost, and other core business areas.
- Local, Regional, National, and Global Strategist: Developed and implemented many business, capital, and finance plans for optimum outcomes in many organizational KPI areas.
- Developer: Many businesses and individuals throughout Asia, Europe, North America, South America, Africa, the Middle East, and Australia.



## ATS Clients and Partners

Professionals, entrepreneurs, executives, business owners, managers, directors, board members, and many more wonderful people from diverse backgrounds and experience with many organizations and individuals.

- ADP (United States)
- Aggregate Industries (Canada, United States, and Mexico)
- Ameriprise (United States)
- Anderson University (United States)
- AstraZeneca (Global)
- Astro | MEASAT Broadcast Network (Malaysia)
- Aveva Solutions Ltd. (United Arab Emirates)
- Bank Ekonimi (HSBC Indonesia)
- Bank Indonesia (Indonesia)
- Bank Islam (Malaysia)
- Bizooku.com (Global)
- BP Oil (Global)
- BP Petronas Acetyls (Malaysia)
- Bristol-Myers Squibb (Global)
- Brunei Gas Carriers (Brunei)
- Brunei Gas Carriers Sendirian Berhad (Brunei)
- Capital One Bank (United States)
- CapitaLand Limited (Singapore)
- Carigali Hess (United States)
- Carigali Operating Company Sdn Bhd (Malaysia)
- Carigali-PTTEP I Operating Company
- Catalent (Global)
- Central Supply and Tenders Board (Papua New Guinea)
- Chandra Petrochemical (Indonesia)
- Cherokee Nation of Oklahoma (United States)
- Children's Hospital (United States)
- CLP Power Hong Kong Limited (Hong Kong)
- CNOOC SES Ltd. (Indonesia)
- Confederated Salish & Kootenai (United States)
- Corporate Partner Solutions (the United States and Nigeria)
- Corrupt Practices Investigation Bureau (Singapore Government)
- Defence Science and Technology Agency (Singapore Government)
- Defense Information Systems Agency (DoD)
- Department of Labor (United States)
- Dyno Nobel (United States)
- E&P O&M Services (Malaysia)
- ECO Orient Energy (Thailand)
- Education Management (United States)
- Education Training Resources (United States)
- Ericsson Resource & Competence Center (Global)
- ExxonMobil (North America)
- ExxonMobil Exploration and Production (Global)
- Farmers Insurance (United States)



- Fluor Corporation (Del-Jen) (United States)
- GE (Global)
- Geiger (United States)
- Global Consumer Products (United States)
- Handtech (United States)
- Hess (United States)
- Hess Exploration and Production (Malaysia)
- Hoang Long JOC (Vietnam)
- Horizon Youth Services (United States)
- Hospice of Western Reserve (United States)
- IEV Group (Malaysia)
- Indonesia Deposit Insurance Corporation (Indonesian Government)
- International SOS (Global)
- Johnson & Johnson (Global)
- Johnston Memorial Hospital (United States)
- JTC Corporation (Singapore)
- Keabangan Petroleum Operating Company (Malaysia)
- KFM Holdings Sdn Bhd (Malaysia)
- Khazanah Nasional (Malaysia)
- Kuwait Finance House (Kuwait)
- KWAP (Malaysian Government)
- Labuan Financial Services Authority (Malaysia)
- Lafarge Holcim (Global)
- Malaysia Marine and Heavy Engineering (Malaysia)
- Meals on Wheels (United States)
- MEASAT Broadcast Network Systems (Malaysia)
- Merck (Global)
- MetLife (United States)
- MIECO Manufacturing Sdn. Bhd. (Malaysia)
- Ministry of Finance Malaysia (Malaysian Government)
- Ministry of Finance Singapore (Singapore Government)
- Marine and Heavy Engineering Holdings Berhad (Malaysia)
- Muckleshoot Tribe (United States)
- National Bank for Agriculture and Rural Development (Government of India)
- National Development Bank PLC (Sri Lanka)
- NERA Economic Consulting (Global)
- Nigerian Oil and Gas (Nigeria)
- Novartis (Global)
- Numico (the United States and Europe)
- Ocean Gold Philippines Inc. (Philippines)
- Omran (Sultanate of Oman)
- PB Petrochemical Company Sdn Bhd (Brunei)
- Petron (Philippines)
- Petronas (Malaysia)
- Petronas Carigali (Malaysia)
- PLDT (Philippines)
- Polaris Energy (Global)
- PT Chandra Asri Petrochemical (Indonesia)



- PT Telekomunikasi Indonesia (Indonesia)
- PT Wynnco Bali (Indonesia)
- PTT Exploration and Production (Thailand)
- PTTEP (Thailand)
- Pure Circle (Malaysia)
- RAM Energy (Global)
- Royal Brunei Airlines (Brunei)
- S2 Operations and Maintenance (United Arab Emirates)
- Sacofa Sdn Bhd (Malaysia)
- Salamander Energy Ltd. (Thailand)
- Salini Malaysia (Malaysia)
- Sapura Industrial (Malaysia)
- Sapura Industrial Berhad (Malaysia)
- SAT-7 (the United States and Global)
- Security Pacific Bank (United States)
- Sime Darby (China)
- Sime Darby Holdings (Malaysia)
- Sinai Hospital (United States)
- Singapore General Hospital Pte. Ltd. (Singapore Government)
- Sprint (United States)
- SQ International (Middle East)
- Standard Chartered Bank (UK, Global)
- Staples (United States)
- State Farm Insurance (United States)
- State Trading Organization Maldives (Maldives)
- Success Training (Singapore)
- Sun Power (United States)
- Talon Global (Nigeria)
- Tawajud Al Remouz (Saudi Arabia)
- TDIC (United Arab Emirates)
- Thai Nippon Steel Engineering and Construction Corp. (Thailand)
- Thai Oil Public Company Limited (Thailand)
- Toshiba Carrier Co., Ltd. (Thailand)
- True Move Company Ltd. (Thailand)
- U MASS Memorial Medical Center (United States)
- U.S. Federal Government (United States – Different Agencies)
- UCLA Hospital (United States)
- UMSC (UM Specialist Centre Sdn Bhd) (Malaysia)
- UMW Corporation Sdn. Bhd. (Malaysia)
- UNI (Malaysia)
- University Hospital of Arkansas (United States)
- Veterans Administration (United States)
- Vietsovetro Joint Venture Company (Vietnam)
- Volkswagen Group Malaysia (Malaysia)
- Western Industrial (United States, Europe)
- YCH Group (Singapore)
- YTL Cement (Malaysia)
- YWCA of Greater Los Angeles (United States)
- Various other companies worldwide



## ATS Testimonials

**Do not just take our word ... Take theirs!**

### **Capital One Bank:**

*"ATS is an action-oriented company with a laser-like focus on serving their clients. Their deep experience and team-based approach allows them to help companies through realized success."*

Steve Dolbow, Vice President

### **Del-Jen (a Fluor Company):**

*"We have known ATS and have had a great relationship with them for many years. There is no doubt that anyone who works with ATS will benefit like we have, because they went above and beyond. They care about long-term working relationships and understand the needs of our organization."*

Jim Cashin Sr., Glendale, AZ, Director Admin & Operations

### **Dyno Nobel:**

*"ATS and I worked together on a North American program in more than twenty locations for the supply of explosives products and services. As part of the program a Continuous Improvement Process (CIP) known as Blast Optimization was used significantly reducing operating costs, while increasing productivity, improving capital, and reducing costs in the tens of millions of dollars."*

EJ Burke, Texas, North America



**GE:**

*“ATS led a national project that streamlined efficiency, improved capital, and reduced costs across the U.S. They engaged in the project and their research was thorough and comprehensive.”*

National Director, Maryland

**Sprint (T-Mobile):**

*“Throughout the course of this national project with more than 4,000 devices we increased the overall discounts to 15% for monthly services, combined forty accounts into one account, and eliminated multiple carrier solutions. ATS drove this project by gathering detailed information regarding the current systems deployed and understanding the long-term cost for those systems. The bottom-line result was a 44% cost reduction with Capital Improvement in the tens of millions of dollars.”*

Jon Schoepflin, Texas

**GLA YWCA:**

*“ATS is the premiere go-to company for profit increase, capital improvement, and cost reduction! They worked beyond expectation on various tasks in procurement, finance, and administration, improving our profits and capital in the millions of dollars! ATS carries the highest level of integrity and professionalism, and we are pleased to recommend them to anyone looking for sustainable results.”*

E. Luna, CFO



#### **Republic Real Estate and Development Company:**

*"ATS worked with one of the largest Native American Casinos in the U.S. They were responsible for the development of a procurement department, as well as streamlining the efficiencies, processes, and procedures. The results of the reorganized systems and processes of procurement and asset management was profit increase, capital improvement, and cost reduction in the tens of millions of dollars annually."*

Mark Heiser, Nevada, Vice President

#### **HK Sports:**

*"My company, HK Sports, collaborated with ATS to select us as a national company for uniform, sportswear.... supply to all their locations across the nation. Because of the process, cost was reduced to the client, communication increased; there was more efficiency, better customer service, and greater satisfaction."*

Jason Phipps, Virginia, CEO

#### **Horizon Youth Services:**

*"Horizon Youth Services engaged ATS to provide procurement and training services to our company, such as Green Regulations; Contractor Purchasing System Review Regulations; Procurement Process and Procedures; the RFP process; Leadership; Communications; and other Procurement related topics. Their expertise helped our staff from across the country understand Government contracting requirements and provided a platform for greater efficiencies."*

Peter J. Calvo, New Jersey, President





**CPS:**

*"We collaborated with ATS to reduce costs and centralize all print, stationary, envelopes, business cards, and miscellaneous marketing items across the U.S. in more than three hundred locations. The outcome for the company was a cost reduction of more than 30%, increased efficiency, brand management and standardization, and a 24/7 online ordering system. We would recommend ATS to any client for cost reduction, increased efficiency, improved capital, and training."*

Scott Hargest, Maryland, CEO

**ETR:**

*"ATS came in and helped us to do the following: Created Technical Guides for thirteen different areas in our organization; Centralized Standard Operating Procedures from each location to one standard for some areas (procurement, property, finance, and administration); Reduced costs for office supplies by 47% (more than \$250,000), janitorial, cleaning, and green supplies by 24% (more than \$120,000), and copiers by 17% (more than \$70,000); Assessed our procurement systems for compliance with procurement plans for improvement; and provided procurement, green, assessment, and management training to our staff at each ETR location. ATS professionalism and the timeliness of our needs was as strong as their knowledge base on our business as a government contractor. We are fortunate to have found them!!!"*

R. Dallas, CFO



**Geiger:**

*"We at Geiger collaborated with ATS to create a successful national company store program for a large multi-billion-dollar company. Objectives were to reduce overall costs for branded promotional products and logo apparel while at the same time reinforcing the company's brand through consistent use of the company's identity throughout its various divisions. They made their objectives clear to us from the start and then collaborated carefully with us to craft a successful program that remains in effect today. Cost savings to the company amounted to 15% plus the resulting consistent display of the company's brand in all regions. Efficiency improved as Geiger functioned as the single point of contact company-wide for all issues regarding use and display of logo on branded merchandise and apparel."*

Scott Boyages, CAS, Massachusetts

**Global Consumer Products:**

*"ATS has high moral character. Their knowledge, experience, and success speak for themselves. They have the great ability to listen, define the needs, and then create a successful action plan to meet the client's needs. Their organization reflects their work and beliefs. I recommend their organization to any business needing a true professional partner."*

Garry Quarles, CEO

**SAVE:**

*"We highly recommend ATS! There is no doubt they will serve your needs and save you money! They are one of the most diligent organizations I know!"*

Lon Calkins, Board Member