

# ATS

## Financial Services Case Study

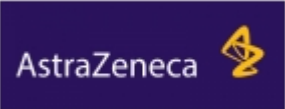
- Capital: Savings for Growth.
- Consultancy: Many Solutions.
- Cost: 24% Overall Reduction.

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

# ATS Clients



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# Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

# ATS Organization Details

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**Organization Name:** Ameriprise – Fortune Company

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**Industry:** Financial Services, Financial Planning, Investments, Insurance

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**Organization Size:** \$Multi-Billion Annual Gross Revenues

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**Client Billable Type:** Performance Based Cost Reduction

# ATS Client Needs



**Client Challenges / Need:** Cost Reduction with Operational Spend.



**Solutions Provided:** Cost Reduction.



**Other Outcomes:** Supplier Partner Relationships Developed.

# Client Outcomes: Cost Reduction

- With six month's worth of purchasing data a bid package was developed using a representative market basket of materials.
- A Request for Proposal was sent to four potential suppliers including the incumbent Staples, Office Max, WB Mason, and FM Products (local distributor).
- Proposals were requested for basket of top purchases plus delivery plus other value add products or services they might offer.
- Staples Advantage was selected by the client, which is a selective tiered program offering discounts to larger accounts. By positioning the client as a part of a larger potential buying group (Ameriprise overall), the discounts are higher than a single office might achieve.
- Staples was brought in to assist with the implementation and highlighted several other areas of spend that the client could utilize Staples for – janitorial, coffee, and merchandising.

# Overall Client Outcomes

- After implementation, savings on office supplies was documented to be 20% on same-item sales.
- Furthermore, alternative products (generic paper, remanufactured toner) presented a significant level of potential savings if the client chose to take it.
- As for service level, a local representative was on-site to meet with the office and establish a relationship for future service.
- The bottom-line result, just for this one area, was thousands saved per year.

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