

ATS

Newspaper Print Media Case Study

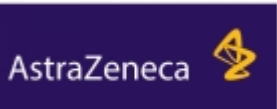
- Consultancy: Many Solutions.
- Cost: \$255,000 Reduction.

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

Organization Name: Local Newspaper

Industry: Newspaper Print Media

Organization Size: \$60 Million Annual Gross Revenues

Client Billable Type: Performance Based, No Cost No Risk, Percentage, Hourly

Client History and Outcomes

- **In just one specific example we were able to save our client newspaper 13% on their printing plate spend.**
- The client's expectations were far exceeded as they had already been offered a 5% reduction from their vendor prior to their engagement with us. By utilizing the ATS processes and formal Request for Proposal procedures this newspaper is now enjoying a \$342,879.00 savings over a three-year contract term with:

\$254,759.00 coming from their engagement with ATS.

Client History and Outcomes

- **This one simple example demonstrates** engagement with the right company and their experts how savings can be realized even when a company thinks they have the best the price currently available to them.
- We have coordinated and provided oversight for the creation of source plans across multiple business units within a company to leverage spend and maximize savings. When creating source plans we strive to apply a variety of value levers in order to provide optimal solutions to meet the business needs.

Print and Newspaper Experience

ATS has developed processes, methodologies, tools, and Standard Operating Procedures (SOP's) specifically for the newspaper and printing market situations.

Our broad and in-depth experience in the newspaper and printing arena allows us to effectively address any category or need in that space. The ATS model empowers our clients with the final choice after utilizing our industry experts. We can also help printers and newspapers with expert operational consulting including:

- Printing quality and Operational SOP's;
- Commercial printing sales (including organizational structure);
- Management training; and
- Overall operational efficiencies and cost savings.

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