

ATS

Strategy, Sourcing, Contract, Negotiation, Partnership Case Study

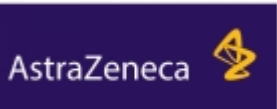
- Capital: \$200 Million.
- Consultancy: Many Solutions.
- Cost: \$175 Million Reduction.

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: Several Print and Newspapers

Industry: Media, Newspaper, Print

Organization Size: Small to Large

Client Billable Type: Hourly, Fixed Contract, Sourcing, Bonus Percentage

ATS Client Needs



Client Challenges / Need: Newspaper revenues continue to decline and as a group of newspapers we needed to find ways to be more efficient and reduce operating costs.



Solutions Provided: This led us to investigate all potential opportunities for savings including outsourcing printing of some newspapers to other companies.



Other Outcomes: Cost Reduction, Procurement, Group Buying, Partnerships, Capital Increase, and Centralized Supply Chain.

Client Actions Implemented

Led a team of people to do a thorough examination of all printing operations throughout the entire organization. With the data from each paper and the data from potential print suppliers, I led the modeling process for what would happen if we moved to purchasing our printing services versus continuing to operate our own facilities. Some items considered were:

- Cost;
- Timing;
- Quality;
- Capacity;
- Systems; and
- Company stability.

Client Challenges

The challenges faced were:

- Impact to the news operation;
- Impact to sales (in most cases this was positive as we moved to facilities with increased color capacity); and
- Impact to delivery.

We evaluated all potential options and presented the options with my recommendations to the publishers of each of the affected newspapers.

Client Results Obtained

Overall Results

Through the search for potential print vendors we were able to come to agreements for printing services with three different companies impacting four newspaper operations. Two facilities began purchasing all their printing services from suppliers and two newspapers began purchasing a portion of their inserting services from a single supplier. The net impact to the company was annual savings of more than \$7,000,000 over three years with an increase in color revenue of more than \$1,500,000 over three years. All these opportunities were executed extremely well with positive reaction from the community being serviced by the paper.

Spend Savings & Revenue Increase

- Over a ten-year period, \$ 175,000,000 was saved with increased revenues by more than \$ 5,000,000 during this period.

Client Results: Other Projects

Other Projects Included:

- Restructure of workflow system
- Vendor Development & Management
- RFP
- Processes
- Negotiations
- Purchases
- Service Contracts
- Maintenance Agreements

Client Results: Other Projects

Other Projects Included:

- Equipment Testing
- Changed Hardware to Turnkey Methodologies
- Standardization for entire company
- One system centralization
- Human Capital and Strategy Development
- Global Print Presses
- Global Large Capital Equipment
- Revenue Generation

Client Results: Other Projects

Other Projects Included:

- Strategic Partners
- Business Development Staff
- Market Analysis
- Competitive Analysis
- KPI Management and Accountability
- Poly Bags
- Team Development
- Capital Increase

Sample Clients Served

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- New York Times, Boston Globe, The Lakeland Ledger, Wilmington Star news, Hendersonville Times Daily, Spartanburg Journal, Lexington Dispatch, Sarasota Herald Tribune, Ocala Star Banner, Gainesville Sun, Tuscaloosa News, Houma, Florence, Santa Rosa Press Democrat, Wilson Times, The Step Saver, Hartford Courant, Worcester Telegram and Gazette, International Herald Tribune, Wall Street Journal, Gannett (owns more than 200 newspapers, such as USA Today and others), McClatchy, Advanced Publications (owned by New House Family), and the Observer.

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