

ATS

Media Case Study

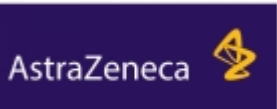
- Capital: \$100 Million Term.
- Consultancy: Many Solutions.
- Cost: More than 25%.

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: Newspaper

Industry: Newspaper, Print

Organization Size: \$1.6 Billion Annual Gross Revenues

Client Billable Type: Performance, Procurement Cost Reduction, T&M

ATS Client Needs



Client Challenges / Need: Start Small and Grow Holistic Solutions and Outcomes.



Solutions Provided: Cost Reduction, Efficiency Design and Implementation, Client and Partner Growth.



Other Outcomes: Sustainable Best Practices, Processes Implemented, and Capital Increase.

Client Outcomes: Spend and Inventory Reduced

- Spend was reduced by more than 25% and carrying inventory by more than 10%. This was done through recommendations of specific size and gauge elimination while proactively managing order timing to maximize vendors manufacturing efficiencies.
- This also helped the vendors by reducing their need for change overs on their equipment to accommodate the numerous sizes and gauge changes. There was no impact in the field as the gauge changes in some instances were less than 0.001". The largest gauge change recommendation was 0.003", and the largest size change was 0.5".

Client Outcomes: Spend and Inventory Reduced

- The newspapers running a thinner or smaller product had no impact on delivery or delivery complaints. Also, the system was changed for monitoring usage and ordering which allowed for larger order quantities in agreed upon sizes and gauges which gave us the maximum impact to savings. This was a major change in the company as each newspaper became a part of the aggregated spend for the benefit of the entire company.
- The Purchase Order entry in the ERP system was changed to using Pcards for the purchases, which provided an extra return at the end of the year of 1.5%. This helped increase controls on the spending by issuing the cards on a product specific basis. This kept the cards from being used on other commodities and kept the reporting on the bags very controlled and much easier to analyze.

Client Outcomes: Other Projects

- Business Development Staff
- Changed Hardware to Turnkey Methodologies
- Competitive Analysis
- Equipment Testing
- Global Large Capital Equipment
- Global Print Presses
- Human Capital and Strategy Development
- KPI Management and Accountability

Client Outcomes: Other Projects

- Maintenance Agreements
- Market Analysis
- Negotiations
- One system centralization
- Poly Bags
- Processes
- Purchases
- Restructure of workflow system

Client Outcomes: Other Projects

- Revenue Generation
- RFP
- Service Contracts
- Standardization for entire company
- Strategic Partners
- Team Development
- Vendor Development & Management

Overall Client Outcomes

Spend Savings & Revenue Increase

- Over a ten-year period, tens of millions of dollars in cost reduction was accomplished!
- Capital Increase.

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