

ATS

**Facilities, Construction, Logistics, Federal Contractor:
Best Practices, Compliance, Training, & Cost Reduction
Implemented**

“Increase Profits, Improve Capital, Reduce Costs”

ATS Clients



THE OFFICIAL SPONSOR OF BIRTHDAYS!



Who We Are

- 30+ year history, working in more than 100 nations.
- 28%+ overall average savings, performance based, for engaged clients.
- Tens of Billions of Dollars profit results for small to large organizations.
- We work in more than one-thousand areas, through our No Cost Assessment Cost Reduction Solutions, for those products and services where there is enough spend.
- Phenomenal client list, stories, and case study outcomes.
- 1000's of global affiliates, partners, and experts.

ATS Organization Details

Organization Name: Del-Jen (a Fluor Company)

Industry: Facilities, Construction, Logistics, Federal Contractor

Organization Size: Multi-Billion Dollar Annual Gross Revenues

Client Billable Type: Performance, T&M, Fixed Contract

ATS Client Needs



Client Challenges / Need: Compliance and Training; Contractor Purchasing System Review (CPSR); Federal Contractor; Upper Leadership Strategy; Procurement Cost Reduction; Best Practice, SOP Revision, and Implementation.



Solutions Provided: Training; Best Practices; Centralization.



Other Outcomes: Cost Reduction; New Market Development; and Procurement.

Client Outcomes

- Procurement and finance training (some of the topics were sourcing, best practice, CPSR, compliance, vendor management, Federal Acquisition Regulation (FAR), Standard Operating Procedures, centralized purchasing, self-audit, budget, finance and procurement separation, and much more);
- Cost reduction processes and methodologies were taught so that they could conduct these practices;
- Revision of their Department of Labor Standard Operating Procedures (SOP), supporting documents, attachments, templates, form, and contracts that go along with the SOP;
- Revision of the DoD Purchasing Manual encompassing more than 160 pages; and
- Agreement to train, audit, provide further contract services, and other areas involving procurement, audit, and services.

Client Outcomes

- We were able to help multiple procurement, finance, and management staff from around the U.S. understand best practice, procurement cost reduction, audit, sourcing, vendor management, contracts, Request for Proposal processes, compliance, regulation, Federal Acquisition Regulation (FAR) methodologies and requirements, CPSR requirements, requisition efficiency, Scopes of Work, and much more in the procurement and financial space.
- They were able to improve processes, SOPs, understanding, documentation, and apply sound procurement principles so that they are viewed as a first class DOL Federal Contractor, as well as reduce costs in the millions of dollars without jeopardizing quality.

Client Outcomes

- Because of our actions, Del-Jen could be more effective in time management. They could apply and integrate the increased compliance and regulation without increasing or hiring additional Full-Time Equivalents (FTE's). This allowed them to continue doing business with the Federal Government that began implementing budget cuts to Del Jen's programs. We helped them become more effective and efficient at their job, so that they freed up more time, to conduct all the extra requirements being stipulated by Washington D.C. lawmakers.
- Because of their improved compliance, rating with the U.S. Department of Labor, and increased effectiveness, they could maintain their contracts and have the opportunity to use this positioning while bidding on new contracts for new business.

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