

ATS

YWCA Non-Profit Case Study

Several Million Dollar Cost Reduction, \$90 Million High-Rise Completion, Training, Compliance, Centralization, Team Development, Revenue Increase, Project Management, Contract Oversight ...

“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: YWCA, GLA

Industry: Non-Profit, Federal Contractor

Organization Size: \$40 Million Annual Gross Revenues

Client Billable Type: Fixed Contract, Hourly, Sourcing, T&M

ATS Client Needs



Client Challenges / Need: Compliance, \$90 Million High-Rise Completion, Best Practices, CPSR, Audit.



Solutions Provided: Compliance, Audit, Best Practices, Revenue Growth through Contract Expansion, \$90 Million High-Rise Completion, Increased Team and Communications, Centralized Procurement, Cost Reduction, and Enhanced Productivity.



Other Outcomes: Created and Implement Training, Developed more Community Non-profit Partnerships, Customized solutions, and Increased Revenue.

Client Outcomes: CPSR, Compliance

- This client partner approached us via email asking for help to strengthen their procurement and financial systems. We discussed their goals, what they wanted to do with the information we would find, how they would go about strengthening their procurement and financial systems, and we provided an outline of what ATS does within our financial and procurement services.
- The need arose due to the increase of compliance and regulation from the Federal sector, Non-Profit industry, State, County, and City oversight, as well as the 117 years of their success in the Los Angeles County Community.

Client Outcomes: Procurement Cost Reduction

- Engaged, managed, and conducted several cost reduction projects, such as, office supplies, cell phones, copiers, janitorial, cleaning services, elevator maintenance, food, HVAC, plumbing, landscaping, construction, and more than fifty other areas.
- The savings were more than \$3 Million over a one-year term.

Client Outcomes: Training

- Procurement and finance training for more than forty finance, procurement, logistics, property, and distribution staff. Some of the topics discussed were:
 - Best procurement practice; Procurement definitions;
 - Approved and Non-Approved Finance and Procurement Systems;
 - Question Form Checklist – for best practice, evaluation, self-assessing of internal practices and procedures;
 - Purchase File Checklist; Explanation of File Checklist and How to Use;
 - Procurement Review Guide and Procedures & Interviews;
 - Example Assessment Report; Requisition Checklist;
 - Purchase Order and Subcontract Checklist; Subcontracting;

Client Outcomes: Training

- Procurement and finance training for more than forty finance, procurement, logistics, property, and distribution staff. Some of the topics discussed were:
 - Management and oversight of the procurement process at the corporate and individual contract levels;
 - Use of Government funds through price competition;
 - Actions to provide opportunities for small business firms to participate;
 - Compliance with cost accounting standards in awarding subcontracts;
 - Methods of determining subcontractor responsibility;
 - Conducting your own financial and procurement assessment / audit;

Client Outcomes: Training

- Procurement and finance training for more than forty finance, procurement, logistics, property, and distribution staff. Some of the topics discussed were:
 - Federal Acquisition Regulation;
 - Procurement topics, definitions, and how to apply them – Pre-award, Award and Post-award; Price competition;
 - Small business opportunities;
 - Cost accounting standards;
 - Plan, do, check, and act processes;
 - Cost reduction and best value; and
 - Request for Proposals application.

Client Outcomes: Bid, Proposals

- Created, developed, and submitted a several hundred-page bid to the Federal Government for their continued contract with the Department of Labor, as well as another Federal Government contract for another location.
- Conducted Los Angeles County community linkages for greater communication, compliance, documentation, and organizational growth.
- Helped with transitional planning, development, procurement, and contracts for their new \$70M facility located by Staples Center (this project involved a Statement of Work for transition activities and procurement for millions of dollars in goods and services, project management of this transition, benchmarks, and analysis of audited procurement and source of funds).

Client Outcomes: SOPs, Best Practice, & Compliance

- Revision of Standard Operating Procedures for compliance and regulation.
- Education of corporate audit for all their locations, as well as site audit, for greater compliance with the Federal Government, Internal Best Practice, and other regulations.
- Vendor Management Systems compliance, organization, and systemization (We were able to update their vendor list of more than 2,000 to show correct contact information, company name, whether the vendor was in business or not, with the outcome of a clean vendor list identifying the good and service they provided; From this, we worked with our client partner staff to setup vendor specifications, procurement best practice, procedures, and other regulations and had each vendor sign and agree to their new procurement, finance, and property / logistics best practice; Result: Greater compliance, reduced time in sourcing for the needed goods and services, less time going through their data base with useless information for vendors that were no longer in business or not compliant.

Client Outcomes: Change Management, Centralization, & Budget Management

- Implemented communications and results oriented management meetings for all middle and upper management within the organization.
- Staff reorganization and change management.
- Budget management for procurement and finance, such as: We helped develop the budget for a \$100 Million 5 year contract for hundreds of different areas needed to fulfill the operation of this educational facility, such as staff support services, community outreach and volunteer services, specialized projects, professional services and support, organization and infrastructure, staff salary structure and compensation, employee paid options, staff incentive, academic, vocational, social skills, food, clothing and uniforms, support service personnel, medical and dental, career preparation personnel and services, administration, facilities maintenance, security, communications, IT, facility lease expense, insurance, staff travel and training, severance pay, and much more.
- Created centralized purchasing, helped evaluate and hire new purchasing manager.

Overall Client Outcomes

- We were able to reduce costs by more than \$6 Million over a 9-month period (multiple year awarded contracts).
- Reduce costs through additional cost reduction studies, increase effectiveness, improve communications, activate best practice, centralize procurement, and provide a platform for proper vendor management and evaluation.
- Instituted many new techniques into the organization for greater resource effectiveness, bring about finance and green sustainability.
- Train and empower staff to be more effective with results, renew a \$100M contract with the Federal Government, and much more!

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Capital, Reduce Your Costs

