



ATS

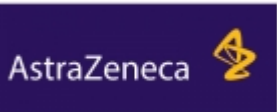
Fortune 500 Global Company: Not Your Normal Procurement!

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: Fortune 500

Industry: Advisory Services, Consultancy, Technology, Financial, ...

Organization Size: Large

Client Billable Type: Performance Based, No Cost Assessment, Procurement Cost Reduction, No Risk and No Cost, Sourcing

More Than ...

- ATS provided a procurement strategy and solution to a category not normally addressed by most procurement professionals.
- We were offered the challenge and recognized that there was an opportunity to reduce cost but more importantly standardize the Commercial Insurance Program across a Multi-Billion Dollar Organization.

Client Challenges and Needs

- After years of acquisition, mergers, and organic growth, two large Advisory Services firm merged. The merger was a perfect match, each company was a leader in their respective fields and together a great compliment. Right after the merger announcement, the two organizations began to develop a cohesive cost and contract management strategy based on economies of scale and their larger buying power.
- The priority was Commercial Insurance. It was an obvious decision to consolidate spend but the question was how to do it and who was going to do it. Insurance is not typically a core competency of most Procurement Professionals. And this project was more than just sourcing. This project involved an analysis of current coverage, a gap analysis of the current program to future business needs, and decision making on what type of coverage and the appropriate levels.

Client Challenges and Needs

- The current situation was there were many different providers and a wide variety of types and levels of insurance. And then there was the Exposure Information problem. In order to purchase an insurance policy, accurate data was the key. Unfortunately, neither group had a complete database as there were five different databases of incomplete and very diverse information.
- Sometimes, the in-house experience and / or expert does not exist and there is a category and a cost reduction need that is rarely addressed and is *Not Part of Your Normal Procurement*. This case study outlines a real example of what was conducted to as it relates to a rare category in a Procurement Effort.

Business Need

- **ATS** presented a strategic plan to Executives and Stakeholders that would drive down costs and reducing organizational risks, while standardize and consolidate coverage, as well as reduce the financial risk of a claim and improve the Management Process.
- **Below are some of ATS results and areas that took place in less than six months!**

Harmonization and Risk Reduction

- The first task at hand with addressing the Insurance Program of merged companies is to develop coordinated regional approach. Doing this meant an evaluation of the many businesses within the two Group Companies and the numerous different insurance policies and brokers.
- Due to the disparity in the systems and the different systems, this was a long and manual process. But the act of completion of this activity not only provided valuable data, and information and education, the key decision makers were discovered, and relationships were developed.

Harmonization and Risk Reduction

- The next step was to interview stakeholders for their business requirements and goals. Those requirements and risks were analyzed carefully as different stakeholders and business scenarios needed specific evaluation and different responses.
- With this information, we were able to evaluate needs to use as a tool to develop a solution.
- The results were a harmonized Insurance Strategy marching in time to the Business Strategy, processes, and data.

Help | Assistance | Delivery

The Insurance Strategy and Data was formulated into an RFP and sent out for bid. The Solution derived from the RFP Process and Supplier Proposals. The new insurance program:

- Reduced the total cost of ownership;
- Overcame the limits and complexities of the previous Insurance Program;
- Harmonizing Insurance Policies;
- Harmonizing data;
- Increased Coverage to Reduce Risk and Cost of Future Potential Claims; and
- Creation of a Consistent Insurance Program to support Contract Management.

The challenge and opportunity are all about agility, delivering true value, and opportunity to the business.

Delivered Outcomes!

- The Process and the Experts were able to understand the insurance needs and financial risk and provide direction and support to the Stakeholders and Decision Makers. This was provided with clear and easy to understand information, offering clarity and consistency for this Activity and setting the baseline for future activities.
- This type of Cost Reduction Effort and Business Case is not always easy because processes, costs and information normally do not come from standard reports or from one source.

Delivered Outcomes!

- **By engaging ATS, we can help you identify what to harmonize, in which way and to what extent, so that it is strongly aligned to your business strategy.**
- We take a strategic view, look to reduce costs without losing sight of the most important goals, Risk Mitigation and Coverage, and keep it simple. A very complex harmonization but a straightforward Solution.

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