

ATS

Educational Services, Facility Management, and Operation Case Study

- Capital: \$23 Million.
- Consultancy: Many Solutions.
- Cost: \$5 Million Reduction.

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

ATS Clients



THE OFFICIAL SPONSOR OF BIRTHDAYS!



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: ETR

Industry: Educational Services, Facility Management and Operation, Workforce Investment Boards, Federal Contractor

Organization Size: \$30 Million Annual Gross Revenues

Client Billable Type: Performance, T&M, Fixed Contract, No Risk and No Cost

ATS Client Needs



Client Challenges / Need: Centralize Procurement.



Solutions Provided: National Procurement Centralized.



Other Outcomes: Best Practices, Cost Reduction, Compliance, Training, New Client Development, Capital Improved.

Client Outcomes: Centralization

- **Assess each location** financial, logistics / property, administration (management oversight), and procurement functions, processes, files, staff, interactions at each facility, requisition through purchase order / award cycles, contracts, subcontracts, vendors, evaluation systems, vendor management, organizational structure, and much more.
- **Reports were created of the assessments**, strengths, weaknesses, and areas that should be addressed to centralize their procurement.
- We conducted this process at several locations in the U.S.
- The next step was to source a Procurement Director (We helped the company find a top performer that fit the culture of the organization within 6 weeks of starting this project).

Client Outcomes: Centralization

- **We provided a very detailed training** to finance, administration, and procurement people from their locations and the corporate office. Some of the topic areas we covered were: Compliance and regulation; Standard Operating Procedure (SOP) understanding and application within their organization; Request for Proposal, cost reduction, and centralize purchasing of goods and services; Vendor sourcing – how to centralize all their vendors for the benefit of all locations; Automating their Purchase Requisition and Purchase Order / Award process through the basics and utilizing future software; How to self-assess procurement best practice, files, vendors, contracts, close out, and much more for each location; Contract creation, evaluation, and performance; Vendor performance and evaluation.

Client Outcomes: Centralization

- **After all feedback, assessments, and training, we then helped formulate the centralized procurement** with corporates finance, property / logistics, IT, and the procurement department. We did this in several ways: Meetings to understand each department, their effect, responsibilities, and impact of the changes; Creation of Standard Operating Procedures (SOP's) and processes for the new procurement department; Outlined and presented the expectations from the group for final approval and implementation; and the Procurement department started.
- **We helped created new Technical Guides** for each department, as well as revise the current SOPs in finance, property, logistics, procurement, and others.
- **We supported each action** with follow-up to ensure the procurement department was self-sustaining.

Client Outcomes: Procurement Cost Reduction

- Office Supplies, Paper, Toner – Reduced by 47% or more than \$250K.
- Copiers – Realized \$70K or 17% in Cost Savings.
- Maintenance, Construction, and Subcontract Agreements were standardized reducing risk and liability.
- Janitorial, Cleaning & Green Supplies – Realized Cost Savings of more than \$120K or 25%.
- Food and Supplies – Improved bottom line by almost 10% through new food commodity bidding techniques quarterly.
- Other products and services.

Client Outcomes: Government Compliance

- File evaluation.
- Award selection.
- Use of funds.
- Management oversight of contract funds.
- Small business utilization.

Client Outcomes: SOPs, Improvement, Efficiency, Capital

- Technical Guide for product specific guidelines creation for 13 different areas.
- Compiled Statements of Work for Federal Government Proposal Development/Request for Proposal to the U.S. Department of Labor National Office of Job Corps.
- Mapped out procurement methodologies to gain efficiencies.
- Analyzed and performed procurement audits and assessments to determine deficiencies and room for improvements at all locations.
- Capital increase over the term for each client contract, growth of revenue, expansion to new client contracts.

Client Outcomes: SOPs, Improvement, Efficiency

- Delivered procurement outsourcing services by providing procurement staffing professionals to support procurement functions; Created strategic and tactical plans to establish a centralized purchasing department.
- Supplied procurement management solutions by filling a job requisite the head of purchasing for their centralized purchasing department.
- Created subcontracts, contracts, and legal agreements for ETR's use with vendors.
- Provide a platform for proper Vendor management and vendor relationship development.
- Procurement training, financial training.

30+ Years of Advancing Projects,
Boosting Profits, and Cutting Costs

