

ATS

Educational, Federal Contractor, Government Case Study

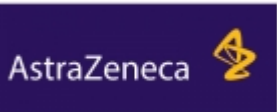
- Capital: \$110+ Million (Term).
- Consultancy: Many Solutions.
- Cost: \$25+ Million Reduction.

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: AA

Industry: Education, Federal Contractor, Private

Organization Size: \$140 Million Annual Gross Revenues

Client Billable Type: Fixed Contract, Hourly, Sourcing, Bonus Percentage

ATS Client Needs



Client Challenges / Need: Team Development, Growth, and Cost Reduction.



Solutions Provided: Business Growth, Increase Compliance, Team Building, Enhance Productivity, Implement Training, Update Best Practices, Centralize Shared Services, and Grow Marketplace.



Other Outcomes: Cost Reduction; New Markets; Capital Increase.

Client Outcomes: Cost Reduction

- Cost reduction projects – We conducted several procurement cost reduction projects, such as, copiers, uniforms, office supplies, clothing, linens, food, janitorial supplies, janitorial services, computers, technology, benefits, training services, maintenance, and more than 100 other areas reducing costs and increasing best value by more than \$25 Million over the term.

Client Outcomes: Best Practice, Training

- Conducted trainings within the organization. The topics consisted of best practices, their functions, Standard Operating Procedures (expectations, revision and improvement), procurement and finance (budget) requirements, and much more. The departments that received the training were IT; Procurement; Facilities; Food Services; Finance & Administration; Audit; Safety & Compliance; and Property (Logistics & Warehouse).
- Revised and implemented 152 different job outlines under their entire Finance and Administration areas.
- Revised more than fifty Standard Operating Procedures.

Client Outcomes: Centralization

- Reorganizing A/P, invoices, and payment processes from each location to the corporate office.
- Centralized thousands of vendors from each location to one shared list for more effective sourcing, compliance, and best value.
- Implemented e-procurement systems for all locations with centralized management and approval.
- Instituted the same methodologies and processes for all locations for the same procurement practices across all locations.
- Instituted inventory for real time reporting for all 10 locations.

Client Outcomes: Implement Contracts, Risk Management, Acquisition, & Vendor / Partner Management

- Contract evaluation.
- Contract risk.
- How to write contracts.
- Contract and agreement templates.
- Terms and Conditions.
- Legal (contract risk, vendor insurance, vendor liability, contract approval, performance period, general provisions, indemnity, cancellation rights, disputes clause, notice, non-assignment, no acts against goodwill, how attachments/addendums work, and arbitration).

Client Outcomes: Trained, Developed, and Implemented Corporate, Regions, & Each Location

- We implemented methodologies so that all management communicated, were accountable with each meeting task in each location, and that each of these meetings lined up with the overall organizations vision, plan, and goals.
- Hired and trained a procurement expert to audit, train, and implement best practice practices within all the purchasing functions throughout the U.S.
- From this, a corporate purchasing department was implemented. Two new auditors were hired for more compliance, a new training manager was hired for staff development at each location; a compliance manager was hired for financial and procurement functions, and two new regional directors were given the authority to make decisions rather than waiting for the corporate office to respond in this fast-paced organization.

Client Outcomes: Proactive Budget Management Applied

- This involved procurement working with all location staff, corporate management, and each site buyer for spend management.
- ATS created a budget management Standard Operating Procedure, as well as tracking mechanisms, which allowed for tracking actuals versus budgeted amounts.

Overall Client Outcomes

- **ATS reduced costs more than \$25.4M** from the cost reduction projects stated above and realized additional cost savings through other cost reduction projects that were done later over a five-year term.
- **ATS created effective processes** that increased labor efficiency, and ATS reduced risk and compliance issues through better audit functions and accountability.
- **ATS simplified the Standard Operating Procedures** for the day-to-day operations staff, which enabled them to implement requirements and exceed client expectations, resulting in increasing productivity.

Client Outcomes

- **Executive management supported the need for action** and changes began to take shape to improve the company culture. From the change management, the culture became an open platform of ideas, willingness, and embrace for excellence in best value, new business, sales growth, empowerment of each location through centralized control.
- **ATS implemented these corporate culture changes and quantified results** to ensure they were received by the employees as a positive change. We changed processes for the bidding of new business, hiring of capable and experienced writers, and recruited new staff for preparation of new contracts.
- **ATS helped the company improve its overall reputation internally and externally to the marketplace.** As a result, the organization increased revenues of more than \$55 Million over a five-year period. This increase the capital position for growth, new contracts, more revenue.

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