



We help our clients increase both short and long-term operating cash flows through a **100% at risk/contingent model** (i.e., we only get paid when we deliver the mutually agreed upon savings). Our programs require no-upfront cost with the only payments coming out of the delivered and verified savings.

Over the years, our clients have leveraged this risk-free model to generate **billions of dollars of increased cash flow without:**

- Raising prices
- Cutting staff, programs or services
- Disposing of major assets
- Changing existing and preferred vendors and partners

We have consistently **delivered increased, annual cash flows equivalent to 1% to 4% of the total revenue** of our clients.

Our approach leverages the following strategies:

- **Cost Recovery**
- **Spend Optimization**

## **Cost Recovery**

Cost Recovery by Accounts Payable Recovery (APR) is a retroactive (many times over a 3–7-year time horizon) strategy that consistently delivers between **10 and 150 basis points of incremental cash flow** by identifying and recovering savings across all operational expenditures in the following areas:

- Duplicate Payments/Over payments
- Vendor Credit Recaptures
- Returns/Warranties
- Rebates/Discounts/Allowances

APR also many times includes a number of different tax & property reviews/recoveries.

## Spend Optimization

Spend Optimization is a present and future strategy that focuses on helping our clients retain more of their expenditure dollars to help drive greater profitability, preserve jobs, services and programs. Historically this strategy has **delivered over 18% savings across the expenditure categories.**

Our clients typically have very good bidding practices. However, it is common that even the top organizations have roughly **40% of their expenses that could be further optimized.** These clients are leveraging procurement best practices, they just do not have the resources to manage so many contracts to determine the optimal comprehensive value. Spend Optimization takes your budget to the next level of optimization to help save thousands and potentially millions of dollars annually depending on the size of the budget.

Spend Optimization does not replace procurement departments, rather it augments their efforts and outcomes by providing:

- Multiple subject matter experts for each budget line-item expenditure
- “24/7” benchmarking of market prices, tracking of new programs etc.
- Bidding, vendor selection and contract negotiation support
- Realtime tracking of savings/dashboarding – monthly verification and compliance reports

Here is a table of common expenditures and their associated savings range opportunities.

Selected Spend Categories	Range of Savings
Facilities, Maintenance and Operations	15% - 25%
Telecommunications	20% - 40%
IT (Hardware, Software, Services)	10% - 18%
Insurance (Health & Non-Health)	7% - 12%
Logistics (Parcel, Road, Ocean and Air)	8% - 12%
Equipment, Vehicle Rental	9% - 17%
Office Supplies, Printing, Shop Supplies, Furniture	12% - 35%
Travel (Air, Car, Hotel, Policies)	9% - 25%
Marketing & Promotional Services	7% - 18%