Covid Rebalance Program

GLOBAL CORPORATE SOLUTIONS

Helping Realize Your Business Opportunities

Vendor Cost Reduction with NO Employees Let Go

Let us show you how one company we worked with identified savings to increase profit by over $8 million.

Global Corporate Solutions

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Sandy Dougherty, MBA, FLMI

CEO

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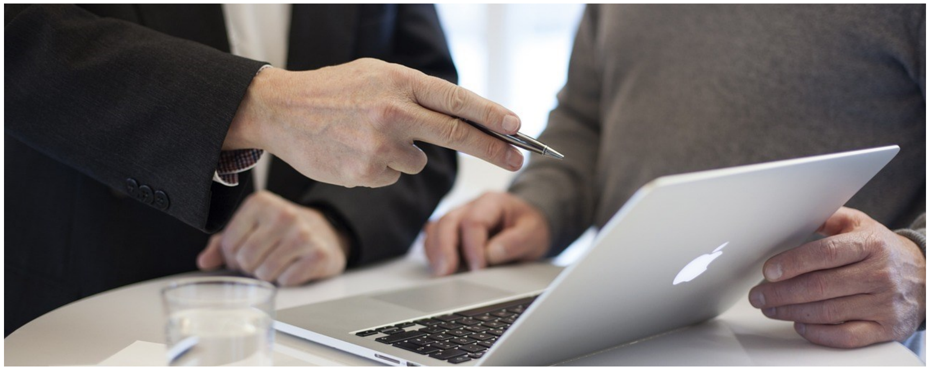
certified WBENC WOMEN'S BUSINESS ENTERPRISE

How We Add Value

Disruptions in the supply chain can lead to shifts in the balance of power between organizations. As we saw in the recent pandemic, the ability to negotiate the best contract with a vendor includes much more than the lowest price. Factors such as quality and lead time can cost your organization. We will analyze your records and identify vendor cost reduction projects



INCREASE MARKET VALUE AND IMPROVE YOUR BOTTOM LINE

We will find and implement projects that result in savings that will directly affect EBITDA. These savings result in increased market value for your organization without having to add a penny to top-line revenue.

REDEFINE THE BALANCE OF POWER WITH YOUR VENDORS

In a disrupted supply chain, the balance of power shifts towards the vendor. We will help you shift that balance of power back taking all variable, not just pricing, into consideration.

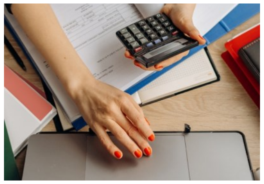
How Can This Affect Your Company?

This example demonstrates how the projects that we identify would lead to direct results on your financial statements. Savings in areas such as COGS and G&A would lead to increases in EBITDA and, by extension, increased market value.

	Before	**After**
Revenue	$500 M	$500 M
COGS	($200 M)	($198 M)
Gross Margin	**$300 M**	**$302 M**
Sales & Marketing	($75 M)	($75 M)
R&D	($25 M)	($25 M)
G&A	($100 M)	($97 M)
Operating Expenses	**($200 M)**	**($197 M)**
EBITDA	**$100 M**	**$105 M**
Market Value (based on 6x EBITDA multiplier)	$600 M	$630 M
Additional Market Value Added		**$30 M**

How the Process Works

01 Accounts Payable Analysis



We begin by analyzing a 12-month accounts payable run (scrubbed of salary). In our example, we would work to identify $100 M in sourcing costs.

02 Project Identification

Using the information from our analysis, we will develop a basket of vendor reduction projects. From the $100 M in our example, we would work to find $25 M in actionable cost-reduction projects

03 Implementation

Within 6 months, we will complete these projects resulting in savings. Our example company would realize $5 M in hard dollar savings that would directly impact EBITDA.

Our Ideal Partner

- ⇒ Headquartered in the United States
- ⇒ Annual revenue above $200 M
- ⇒ The C-Suite wants to ensure that they are paying the lowest possible prices for the goods and services they buy

OUR INITIAL ANALYSIS OF YOUR A/P COMES AT NO COST TO YOU... CONTACT US TODAY TO FIND OUT MORE!

Sample Project Categories

- ⇒ Maintenance agreements for hardware and software
- ⇒ Maintenance agreements for medical imaging equipment
- ⇒ Facilities management agreements for documents (data center printers, copy centers, and convenience copiers)
- ⇒ Telecommunication agreements
- ⇒ Prescription Benefit Management agreements
- ⇒ Employee Benefits – medical, life, disability
- ⇒ Property and casualty insurance
- ⇒ Office Supplies
- ⇒ Printing agreements (catalogs, brochures, etc.)
- ⇒ Outsourced manufacturing agreements
- ⇒ Freight (small package, LTL, FTL, and Ocean)
- ⇒ Underwriting Services
- ⇒ Temporary Staffing

…We are a privately owned company which spent nearly 20% of our revenue with a single supplier…they used their process to create competition between our vendors resulting in cost reduction of nearly 4% of revenue. My partners and I really saw our market value increase...
- Managing partner

… With over 50 worldwide offices, we needed to invest millions to upgrade our enterprise wide software. [They] showed us how to create an environment that allowed us to save millions, go with the preferred vendor, and protect our on-going maintenance costs for years...
-CIO, professional service company

…I brought [them] in to reduce our costs on some of our major expenditures. [They] taught us how to unlock our vendors and save us millions…
- Vice Chairman, NYSE organization

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