

CCM's indirect spend reduction programs

CCM spend management consultants work closely with finance and procurement executives to monitor and reduce expenses on indirect spend categories. In the past few years, CCM delivered over 20.4M in contract cash flow for 6 Goldman Sachs companies.

CCM offers:

- Extensive vendor knowledge
- Benchmarking data
- Holistic approach
- Contract expertise
- Market-tested programs
- Monitoring and support

By reducing unnecessary expenditures on the goods and services you need to run your business, CCM is a profit-maximizing tool that pays for itself. But the real difference lies in trusted, long-term relationships that protect you from price creep and ensure your financial gains never slip away.

Zero risk, procurement guidance and support specializing in:

Operating expenses

Supplies and furnishings
Office equipment
Printing and copying
Break room supplies

Facilities

Utilities
Waste
Off-Site storage
Shredding

HR expenses

Background screening
Payroll processing
Temp staffing
Maintenance Contracts

Operating services

Small Parcel
Uniforms
Payment systems & Process
Treasury management

IT & Telecommunications

Software Subscriptions
Voice and data lines
Cellular / mobile
Conference lines

Procurement Process Assessment

32% hard dollar savings from baseline, \$8.0 million contract cash flow

CCM has performed optimization and pricing analysis of Shipping, Multifunctional devices (MFD), Office Products, Background/Drug Screening, Telecom, Uniforms, Electronic Payment Commerce and Treasury Management for US Security Associates. The purpose of this effort was to perform a comprehensive analysis of pricing, contracts and processes in order to achieve spend visibility and savings.

CLIENT'S CHALLENGES:

1. Lack of spend visibility. No optics/metrics.
2. No standard corporate indirect corporate policy.
3. Category management, resource constrained.
4. Market pricing and structure knowledge.

PROCESS:

- Established client goals, expectations and data requests during a kick off meeting with stakeholders.
- Completed holistic assessment of category dynamics, utilization and KPIs.
- Performed an in-depth usage analysis and identified potential cost savings.
- Offered two implementation options, each with significant cost savings.
- Negotiated final pricing plan and contract with incumbent vendor.
- Optimized contractual terms to ensure maximum benefit to the client.

SOLUTION:

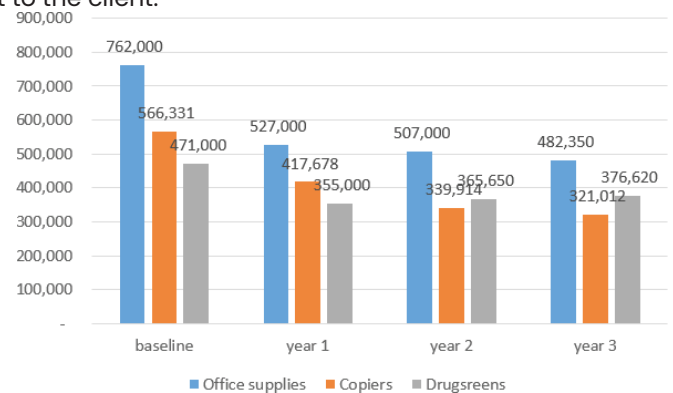
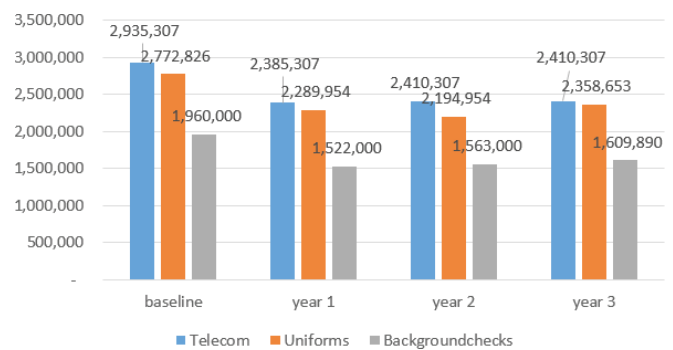
CCM led vendor negotiations resulted in:

- Created increased visibility of spend.
- Corrected areas of day-to-day category management.
- Created and implemented expense audit policy.
- Revised and adjusted all vendor SLA's and contracts.
- Involved and integrated corporate staff into spend issues and solutions.
- Brought focus and awareness to staff about how they buy and what they buy.
- First level of standardization, right-sizing and streamlining of all products and services.

POST IMPLEMENTATION IMPACT:

- 32% annual cost reduction across multi-category indirect spend.
- Best in spend category pricing and structure.
- Ordering/buying efficiency throughout staff.
- Additional \$400,000 savings from eliminating renewal fees and spend overages.
- CCM stayed engaged with the company during contract life to audit savings .

CCM program (32% reduction)



33% hard dollar savings from baseline, \$4.2 million contract cash flow

CCM has performed optimization and pricing analysis of Office Products, Background/Drug Screening and Electronic Payment for GCA Services. The purpose of this effort was to perform a comprehensive analysis of pricing, contracts and processes in order to achieve spend visibility and savings.

CLIENT'S CHALLENGES:

1. Lack of spend visibility. No optics/metrics.
2. No standard corporate indirect corporate policy.
3. Category management, resource constrained.
4. Market pricing and structure knowledge.

PROCESS:

- Established client goals, expectations and data requests during a kick off meeting with stakeholders.
- Completed holistic assessment of category dynamics, utilization and KPIs.
- Performed an in-depth usage analysis and identified potential cost savings.
- Offered two implementation options, each with significant cost savings.
- Negotiated final pricing plan and contract with incumbent vendor.
- Optimized contractual terms to ensure maximum benefit to the client.

SOLUTION:

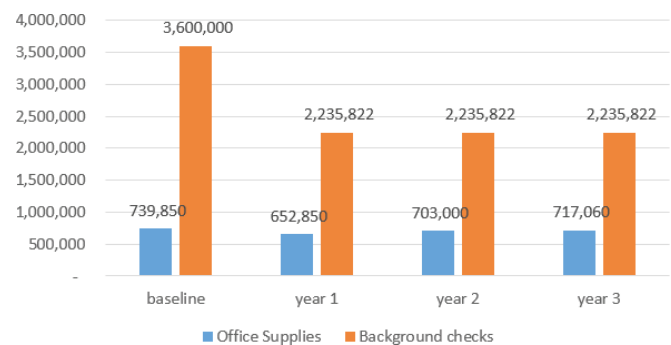
CCM Group led vendor negotiations resulted in:

- Created increased visibility of spend.
- Corrected areas of day-to-day category management.
- Revised and adjusted all vendor SLA's and contracts.
- Involved and integrated corporate staff into spend issues and solutions.
- Brought focus and awareness to staff about how they buy and what they buy.
- First level of standardization, right-sizing and streamlining of all products and services.

POST IMPLEMENTATION IMPACT:

- 33% annual cost reduction across multi-category indirect spend.
- Best in spend category pricing and structure.
- Ordering/buying efficiency throughout staff.
- Additional \$300,000 savings from eliminating renewal fees and spend overages.
- CCM stayed engaged with the company during contract life to audit savings.

CCM program (33% reduction)



67% hard dollar savings from baseline, \$2.9 million contract cash flow

CCM has performed optimization and pricing analysis of Multifunctional devices (MFD) for Interline Brands. The purpose of this effort was to perform a comprehensive analysis of equipment leases and service agreements in order to achieve savings and create transparency.

CLIENT'S CHALLENGES:

1. Lack of spend visibility. No optics/metrics.
2. No standard corporate indirect corporate policy.
3. Resource constrained.
4. Market pricing and structure knowledge.

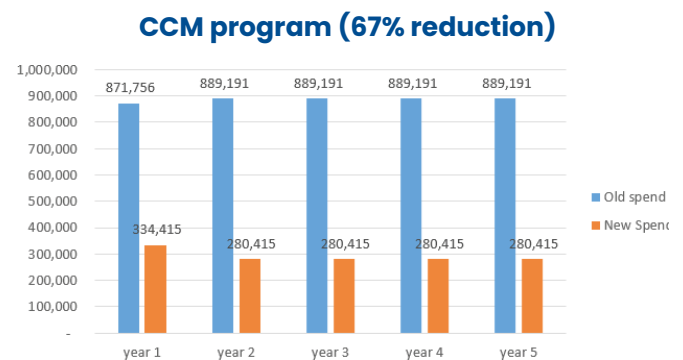
PROCESS:

- Established client goals, expectations and data requests during a kick off meeting with stakeholders.
- Completed holistic assessment of category dynamics, utilization and KPIs.
- Performed an in depth usage analysis and identified potential cost savings.
- Offered two implementation options, each with significant cost savings.
- Negotiated final pricing plan and contract with incumbent vendor.
- Optimized contractual terms to ensure maximum benefit to the client.

SOLUTION:

CCM led vendor negotiations resulted in:

- Consolidating of all equipment leases with a single company.
- Co-terminus end dates for all leases—align all leases to end on the same date.
- One separate and aggregate service agreement.
- Separation of service from lease charges so the company only pays for actual usage.
- One price for all MFDs with consolidated invoices.
- First level of standardization and right-sizing:
 - streamlining of equipment types to allow for consolidation of supplies and facilitate ease of use.



POST IMPLEMENTATION IMPACT:

- A new and optimized fleet arrangement was executed with the incumbent vendor.
- 71% annual cost reduction for over a 5 year contract.
- Additional \$400,000 savings from eliminating renewal fees and spend overages.
- CCM stayed engaged with the company during a “Phase II” of the project to review and optimize non-core equipment, which was ultimately pulled into the master vendor agreement. CCM also proposed and implemented optimized processes for assessing new printing needs and leasing new equipment.

36% hard dollar savings from baseline, \$2.3 million contract cash flow

CCM has performed optimization and pricing analysis of Office Products and Multifunctional devices (MFD) for MRC Global. The purpose of this effort was to perform a comprehensive analysis of daily SKU usage, equipment leases, service agreements and contracts in order to achieve savings.

CLIENT'S CHALLENGES:

1. Lack of spend visibility. No optics/metrics.
2. Active category management.
3. Need for extended resources.
4. Market pricing and structure knowledge.

PROCESS:

- Established client goals, expectations and data requests during a kick off meeting with stakeholders.
- Completed holistic assessment of SKU usage, equipment utilization and KPIs.
- Performed an in depth on-off contract usage analysis and identified potential cost savings.
- Offered two implementation options, each with significant cost savings.
- Negotiated final pricing plan and contract with incumbent vendor.

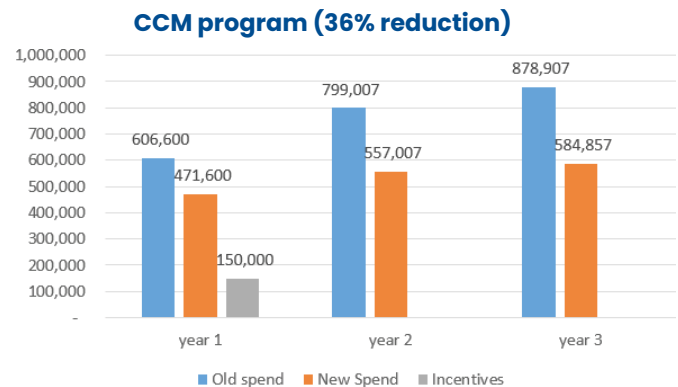
SOLUTION:

CCM led vendor negotiations resulted in:

- Optimized pricing for all office product SKUs and special item consolidation.
- Co-terminus end dates for all leases—align all leases to end on the same date.
- One separate and aggregate service agreement.
- Service agreement adjustments.
- Consolidated invoices for each category.
- First level of standardization and right-sizing and streamlining of products and services.

POST IMPLEMENTATION IMPACT:

- A new and optimized set of service agreements and contracts executed with the incumbent vendor.
- 36% annual cost reduction for over a 3- and 5-year contract.
- Additional \$500,000 savings from eliminating contract loopholes.
- CCM stayed engaged with the company during a “Phase II” of the project to review and optimize non-core equipment, which was ultimately pulled into the master vendor agreement.



32% hard dollar savings from baseline, \$2.0 million contract cash flow

CCM has performed optimization and pricing analysis of Office Products, Multifunctional Devices and Electronic Payment Commerce for Sterling Talent Solutions. The purpose of this effort was to perform a comprehensive analysis of pricing, contracts and processes in order to achieve spend visibility and savings.

CLIENT'S CHALLENGES:

1. Lack of spend visibility. No optics/metrics.
2. No standard corporate indirect corporate policy.
3. Category management, resource constrained.
4. Market pricing and structure knowledge.

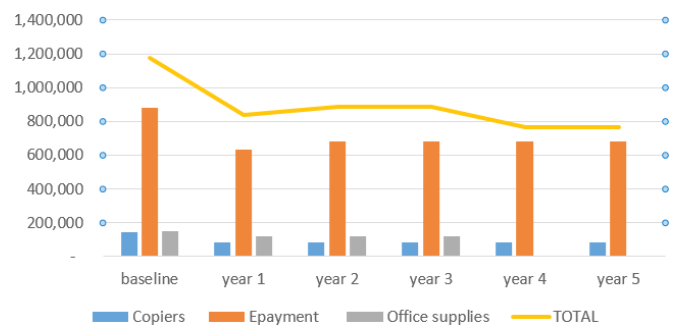
PROCESS:

- Established client goals, expectations and data requests during a kick off meeting with stakeholders.
- Completed holistic assessment of spend categories, pricing benchmark, utilization and KPIs.
- Performed an in-depth usage analysis and identified potential cost savings.
- Offered two implementation options, each with significant cost savings.
- Negotiated final pricing plan and contract with incumbent vendor.
- Optimized contractual terms to ensure maximum benefit to the client.

SOLUTION:

CCM led vendor negotiations resulted in:

- Created increased visibility of spend.
- Corrected areas of day-to-day category management.
- Established procurement process for applicable spend categories and corporate growth.
- Revised and adjusted all vendor SLA's and contracts.
- Involved and integrated corporate staff into spend issues and solutions.
- Brought focus and awareness to staff about how they buy and what they buy.
- First level of standardization, right-sizing and streamlining of all products and services.



POST IMPLEMENTATION IMPACT:

- 32% annual cost reduction across multi-category indirect spend.
- Best in spend category pricing and structure.
- Ordering/buying efficiency throughout staff.
- CCM stayed engaged with the company during contract life to audit savings .

26% hard dollar savings from baseline, \$1.0 million contract cash flow

CCM has performed optimization and pricing analysis of Office Products and Small Parcel Shipping for Kenan Advantage Group. The purpose of this effort was to perform a comprehensive analysis of daily SKU usage, shipping behavior, SLA's and contracts in order to achieve savings.

CLIENT'S CHALLENGES:

1. Ability to conduct effective RFP.
2. Active category management.
3. Resources to audit activity and invoices.
4. Market pricing and structure knowledge.

PROCESS:

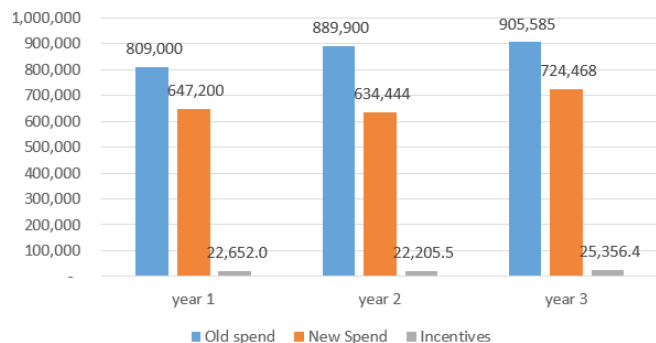
- Established client goals, expectations and data requests during a kick off meeting with stake holders.
- Completed holistic assessment of SKU usage, shipping behaviors and KPIs.
- Performed an in depth on-off contract usage analysis and identified potential cost savings.
- Offered two implementation options, each with significant cost savings.
- Negotiated final pricing plan and contract with incumbent vendor.
- Optimized contractual terms to ensure maximum benefit to the client.

SOLUTION:

CCM led vendor negotiations resulted in:

- Optimized pricing for all office product SKU's and special item consolidation.
- Restructured service level agreements.
- Eliminated pricing inconsistency for all SKU.
- Service agreement adjustments.
- Simplified invoice procedure.
- Shared best practices in industry for internal staff efficiency.

CCM program (26% reduction)



POST IMPLEMENTATION IMPACT:

- A new and optimized set of service agreements and contracts executed with the incumbent vendor.
- 26% annual cost reduction for over a 3- and 5-year contract.
- Additional \$100,000 savings from eliminating contract loopholes.
- CCM stayed engaged with the company during the new contract term to audit results on a monthly basis.