

Vendor Cost Management for C-Level Officers

Introduction

Berlin Pacific helps companies **manage vendor costs**. We're vendor neutral and work for our clients. We primarily focus on indirect spend categories.

You can cut costs and **keep or improve service** if you restructure vendor spending appropriately. We can help.

Where We Help

If a company uses these services, chances are they're leaving money on the table each and every month:

- Telecom** (voice and data)
- IT recurring maintenance charges**
- IT infrastructure and compliance**
- Insurance** (including health and benefits)
- Printing**
- Financial Printing**
- Credit card / payment processing**
- Retail signage and printing** (including permitting)
- Freight and shipping**, (especially LTL)
- Tax credits** (for new employees and/or your location)
- Private Jets** (maintenance and management)
- Waste and Recycling** (Green – Reverse Logistics)
- Utilities**

How We Help

Every company is unique. But all companies are similar in that they're **focused on their business and clients**, and not on reducing costs in indirect spend categories. However, these expenses can add up and affect profit margins.

Many companies' vendors do not provide their clients the information they need to improve their buying any further. The internal **staff has no time** for further analysis and additional vendor management. Vendors are willing to help, but have no incentive to decrease their sales to you.



Anything less is a waste of money.



Berlin Pacific can help by analyzing your organization's spending. We will find ways to re-structure your costs to **eliminate bad costs** that don't add value while also **keeping the good costs** that add value. This can often be confused with firms that suggest you cut services and vendor charges. Berlin Pacific **starts first with understanding what you do** and recommending upgrades that save costs. It costs you nothing, and all your present services are maintained.

Telecom as an Example

It is hard to predict what kind of spending and savings a company can see in different categories. However, all companies use telecom and the savings are predictable. Most companies can save 50% on an average cost of \$1,000 per office employee per year.

Why is this true?

Telecom companies do not provide their clients the free information needed to make informed buying decisions.

Most organizations cannot answer the most basic questions –

- What exactly are you paying for?
- Do your inventories match up with your invoices?
- Are you paying too much?
- Can you negotiate better contracts?
- Can you move to less expensive carriers?
- Where are all of your telecom services?
- Are you paying for unused lines and services?
- Are there newer more cost-effective technologies?
- Are you over capacity?
- Are you getting the best return on your investment in telecom?

We provide the information and expertise you need to make an informed buying decision. We then implement your decisions. After your vendor bills and records are used to create a detailed inventory of your individual vendor services paired with your actual costs, you can save in several ways:

- Elimination of billing errors
- Granting of refunds
- Removal or consolidation of unused or underutilized services
- Reduced rates for services they do want from existing or new vendors



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Berlin Pacific Clients Get Results

Rock Solid Management of Vendor Costs. Since 1998, we've helped small- and medium-sized businesses – including Fortune 500 clients -- unlock value by permanently reducing costs or adding services. *We increase your profits and shareholder value.*

Specialized Experience. Unbiased Point of View. Fee Based On Performance. Because we're not a vendor (we have a network of experts to provide cutting-edge services and the best price on commodity services) we offer objective advice. *The result of this approach is that the cost savings we provide pay for our fee many times over.*

Personal Attention. Detailed Analysis. Our culture and methodology cultivate seamless, productive, long-term relationships supported by consistent, detailed results. It's our desire to *earn* your business through *in-depth, detailed analysis and high impact on your bottom line.*

Quick and Easy Start-Up. The road to recovering lost value is just one step away. Give us the nod and within hours we can be working on your behalf to eliminate wasteful spending and deliver a higher ROI from your vendor costs.

No Risk. Satisfaction Guaranteed. As a result of our performance-based compensation, you receive a valuable Cost Analysis Report from Berlin Pacific at no added cost, an \$11,000+ value for a mid-sized firm. *If we don't find savings, you'll sleep easier and we will have cost you nothing!*

Berlin Pacific Vendor Management - Anything Less Is A Waste Of Money.



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