

# EXPENSE REDUCTION<sup>TM</sup>

## C O R P O R A T I O N

### WHY DO BUSINESS WITH US?

- ✓ Experience building two leading-edge purchasing departments
- ✓ Experienced team of people with many years of purchasing experience (details available)
- ✓ Benchmark pricing knowledge in many industries
- ✓ Iowa company
- ✓ Experience in technology and non-technology contracts
- ✓ High degree of proficiency in contract drafting and contract law
  - Ability to write contracts with service levels and remedies
- ✓ Experience in the selection and interview process of hiring leading-edge procurement professionals
  - Unique interview process
- ✓ Experience in training new procurement professionals and those with previous purchasing experience
- ✓ Free training and training materials
- ✓ Proven success in cost savings – millions of dollars in savings achieved
- ✓ Proven success in risk reduction
- ✓ Experience in negotiations as a salesperson which provides valuable experience when negotiating against sales people
- ✓ Outsourcing experience in related contract development and negotiations, requirements definition, service levels and remedies, and Cost-Benefit Analysis
- ✓ Ability to establish a "best practices" IT Consulting sourcing operation in any organization
- ✓ Proven ability to bring hesitant business areas "on board" to leverage and consolidate volume for enterprise-wide deals
- ✓ Performance-based compensation --- we only earn a fee if savings are achieved