

# Vantage Cost Reduction



# VANTAGE: THE



# TOTAL COST REDUCTION SOLUTION

For any good business it is imperative to keep tight controls on costs. Most companies will feel that they are in control of costs and will regularly look to improve the bottom line by searching for more competitive prices.

In practice, most companies focus on core areas of expenditure and don't have the time or resource to explore other business overheads. We are cost reduction specialists and experts at looking at all areas of expenditure and operating costs to improve your profitability.

There has never been a better time to review business expenditure. Our hassle-free service allows us to audit your business expenditure and overheads and is designed to offer you the lowest cost solution from one integrated source. Our specialist knowledge and experience means we know exactly where to find the hidden costs in your business.



**“We have saved £200k in hard costs in year one”**  
UK leading construction firm



# THE REAL COST

Take everyday items that you use in your business and you'll discover that the real charge is 125% higher than its purchase price. Effectively this means that every £500 of business supplies you buy can cost your business over £1000. Surprisingly, such an excessive drain on resources rarely ends up on a boardroom agenda despite the obvious profitable advantages to reviewing operational costs.

## PILFERAGE

Business consumables often go home with employees as fringe benefits.

20%

OBSOLESCENCE 6%

As supplies become obsolete, they lie on stockroom shelves.

WASTE 10%

Often business consumables are wasted and can be found in desk drawers.

ACCOUNTS 15%

Keeping accounting records, paying suppliers and charging back to departments contribute to overall costs.

## PURCHASING

Purchase orders, product investigation, buying records, seeking quotations and chasing deliveries are a hefty portion of the overall costs.

34%

## STORAGE

Inefficient stocking, keeping records, labour and distribution account for the majority of business consumables costs.

40%

A product costs £4.00 plus 125% increase on purchase price = £9.00

# OUR OBJECTIVE

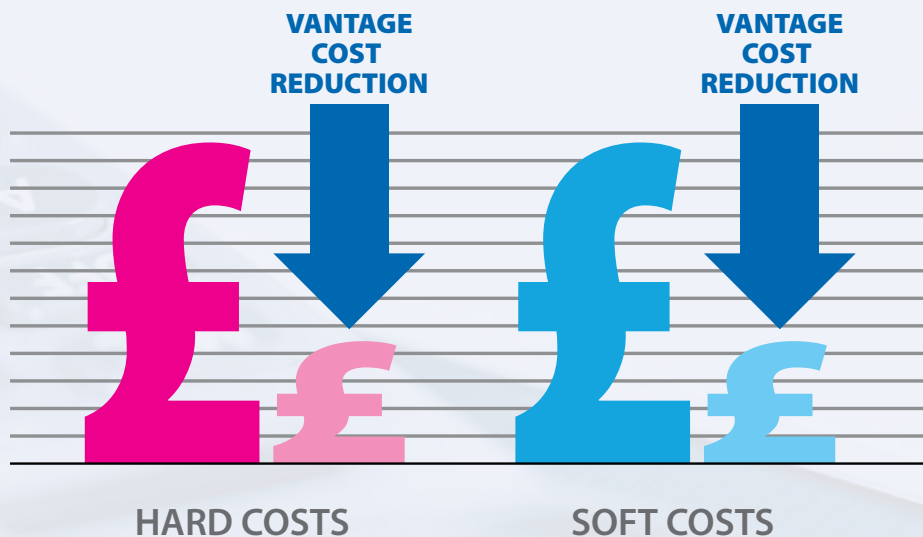
Our cost reduction service, VANTAGE, helps you to realise substantial savings for your business. By analysing your company-wide administration and operation procedures as well as the products and services you use, we will offer you a sustainable cost reduction solution that demonstrates effective ways of eliminating the hidden procurement costs ensuring we offer you:

## Reduced Expenditure

- Enhanced control
- Building cost awareness
- Rationalisation and standardisation
- Lowered stock value
- Reduced waste, pilferage and shrinkage
- Eliminating obsolescence
- Competitive pricing

## Reduced Administration

- Budgetary control
- Single monthly invoice
- Comprehensive management information
- Consolidated supplier base
- Streamlined purchasing
- Tailored delivery methods





# THE VANTAGE

The VANTAGE Audit will only take up to 45 minutes of your time and won't cause any disruption to your normal business routines. It is completely free of charge and without obligation.

The VANTAGE Audit results will allow us to analyse and benchmark your business consumables costs to establish:

- A complete product and service purchase profile
- Usage trends and patterns
- Existing stock evaluation
- Current administrative procedures
- Current pricing and any discrepancies
- Opportunity for product standardisation and rationalisation

The VANTAGE Audit forms the foundation for us to assist you in reducing your costs in all business supplies related areas. It is the benchmark against which our success will be measured.

It takes no time or effort at all

The VANTAGE Audit is key to seeing exactly what business benefits your organisation can capture. We will conduct a comprehensive study of your company's business supplies purchases, services and usage during the previous six to twelve months.



# AUDIT

We will review overhead expenditure, including the following, to ensure we have a factual understanding of your business:

## business supplies

- Toner & Ink
- Paper & Envelopes
- Filing & Storage
- Office Stationery

## technology

- Mobile Technology
- Video Conferencing
- Business Machines
- Computer Peripherals

## office interiors

- Desking
- Seating
- Storage
- Screens & Partitions

## kitchens & barware

- Catering Equipment
- Tableware, Crockery & Glassware
- Janitorial & Housekeeping
- Clothing & Uniforms

## brand management

- Printed Stationery
- Print Management
- Work Wear & PPE
- Promotional Merchandise

## facilities

- Kitchen & Catering
- Cleaning & Hygiene
- Health, Safety & Security
- Packaging & Mailroom

## document management

- Managed Print Services
- Document & Data Storage
- On-Site Shredding
- Off-Site Shredding

## health

- Medical
- Surgical
- Acute Care
- Commercial Care



# THE PROPOSAL

Within 21 days of completing the VANTAGE Audit, we will provide you with a comprehensive personalised report detailing the benefits and savings you can make. Based on our survey findings, the proposal explains how the VANTAGE system will drive down your costs and maximise workplace performance.

- A summary of your current situation including current processes and ordering patterns
- Breakdown of all vendors, invoices and spend for each cost centre
- Comparison of products, prices and discrepancies
- Benchmarking against best practice
- Cost saving forecast through product and service standardisation
- Contract list on your high usage products
- Optimal planned stock levels
- System recommendations
- Implementation plan for seamless transition
- Integrated supply from one source

We guarantee that we will offer you tangible savings and operational controls that can be implemented without a loss of quality or service.



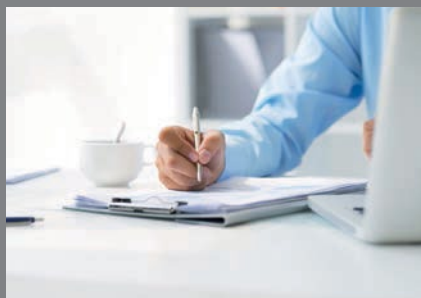
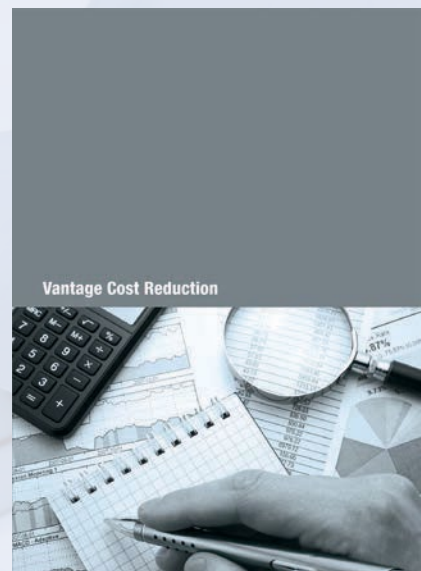


# EASY IMPLEMENTATION

Our service doesn't just stop at the proposal, we help you to implement the cost savings recommendations and put in place procedures to ensure long-term profitable benefits.

Our experienced commercial team ensure that your personalised implementation plan is seamlessly put into practice so you see instant results. Initially they will work with you to identify the most important areas of the proposal that you wish to put into practice, and then in the longer term, work with all users involved in the operational function to ensure that they are fully trained and correctly executing the plans.

Through our detailed and comprehensive implementation plan we ensure that every detail is covered, guaranteeing a seamless transition within each business area.



# DEDICATED ACCOUNT MANAGEMENT

Working in partnership with you, we will regularly review and analyse your expenditure, providing you with a comprehensive choice of reports to ensure cost savings both now and in the future.

Our team of passionate, professional and dedicated account managers are committed to providing you with a truly outstanding service. Because they understand your individual needs they are always available to offer you friendly and helpful advice whenever you need it.

With a wealth of experience and extensive knowledge in all aspects of account management, their proactive approach will ensure that you are only receiving the very best products, pricing and services.

- Precise charge back and budget summary
- Departmental analysis
- Continuous evaluation - DREAM review
- CSR Measurements and improvements - Green Optimizer
- Total control of costs
- Guaranteed results

# OUR COMMITMENT

We are committed to you for a lifetime, not just the first order. We have the depth of experience and range of products to meet all of your business supply needs. Consolidating all your products and services to one supplier will not only save you money, but it will also enable you to become much more efficient.

Our cost reduction service guarantees you savings throughout all areas of your business whilst improving controls and budgets. The process is simple to undertake and straightforward to implement, eliminating hidden costs from your business allowing you to focus on your core activities.

Our long term commitment to you is to provide genuine cost savings for your business, delivered by a team of knowledgeable and professional account managers who will provide truly outstanding service. We will constantly monitor your expenditure ensuring you are receiving the best products, pricing and services.

“Since our Cost Reduction Audit, we have been able to consolidate from multiple suppliers to a single, customised website with bespoke spend authorisation and delivery to over 80 locations, including home addresses for our remote workers.”

UK's Leading Facilities Management Provider





# Services for business

- Managed Services - we mean business
- Expert and experienced account management
- Long-term partnership approach
- Robust and secure online ordering system
- Premier logistics - delivering anywhere, on time, every time
- Total range of business services
- Reducing your environmental impact
- Everything your business needs from one supplier

**bos**

yes. everything. one source.



Chosen Charity of the Year



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