

PROJECT OPTIONS

COMPLIANCE CONCERNS
 CONTRACT MANAGEMENT
 COST CULTURE
 DEPARTMENTAL CAPACITY
 GOVERNANCE / POLICIES
 INTERNAL COMMUNICATIONS
 KPI MANAGEMENT
 MAVERICK SPEND
 PEOPLE MANAGEMENT
 PROCESS MANAGEMENT
 RATIONALIZING DEMAND
 SKILLS & TIME UTILIZATION
 SOURCING MANAGEMENT
 SPEND ANALYSIS
 SUPPLIER MANAGEMENT
 TECHNOLOGY MANAGEMENT

ENTERPRISE BENEFITS

BENEFIT CULTURE
 COST REDUCTION
 EXPERT NETWORK
 INNOVATION & TOOLS
 LEVERAGED TIME
 PEACE OF MIND
 UNBIASED ASSESSMENT

PRICING STRUCTURE

FIXED FEE
 FOCUSED ON ROI
 NO HOURLY METER

COST CULTURE

PROJECT EXAMPLE

PROJECT OVERVIEW

- **CLIENT:** CEO/CFO of \$325M Enterprise
- **CLIENT NEED:** Permeate the Enterprise's work force with a new “take ownership & pride” attitude and behavior from a wasteful, “it’s not my money” attitude.
- **PROJECT OBJECTIVE:** Instill sense of ownership into employees, Tie incentives to improved employee behaviors & outcomes, Increase productivity, Reduce turnover & training costs, Overall cost reduction.
- **PROJECT VALUE:** Happier & more productive employees, Improved team morale, Decreased turnover & employee training costs, Overall decreased spend and improved profitability
- **PROJECT METRICS:** 1) Cost reduction, 2) Decreased turnover, 3) Decreased employee costs 4) Improved morale and 5) GAPS reduction between team and management.
- **PROJECT DURATION:** 90 days

PROJECT APPROACH

- Conducted comprehensive interviews and surveys to assess GAPS between management and employees while assessing employee attitudes about cost savings programs and cost accountability
- Assessed team concept vs not feeling valued as a contributor.
- Gathered survey, interview & observation data and applied the Expense Assist Vulnerability Index© to identify the severity of the vulnerabilities and plan for treatment.
- Designed customized treatment for each identified vulnerability and weakness to drive the desired Project Objective.

PROJECT OUTCOMES

1. Cultivated a widespread and infectious pro-organization cost culture.
2. Significant cost reduction and waste elimination within individual employee accountability areas.
3. Improved individual and overall team morale.
4. Reduction in turnover and employee training costs.
5. Improved employee incentive realization and overall productivity.

Assess. Identify. Treat. Grow.