

# Delivering Results.

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*Discovering Efficiency.  
Delivering Results.*



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**Welcome to the Alliance Cost Containment e-newsletter, *Delivering Results*.** Our Summer 2009 edition includes articles and opportunities that you should find interesting. Our 1,000 plus clients have benefited from our proprietary methodology to significantly lower costs and improve profitability. To see how we can help your organization, or to explore a franchise opportunity, please email us at [mlee@alliancecost.com](mailto:mlee@alliancecost.com), visit our website at [www.costcontain.com](http://www.costcontain.com), or call us at (866) 364-2848.

## ACC Saves Professional Service Firms More Than 25%

**Professional service firms – law, real estate, advertising, accounting and many others – face strong pressure to increase profits.** As tenants in Class A buildings, they do not need to purchase facilities services. Unlike ACC clients in other business sectors they do not have core product ingredients other than their valuable human capital. According to Judy Karlov, a Chicago based principal of ACC, "In the indirect expense categories they do require, their spend is usually a much higher percentage of revenue than mid-market companies in other sectors."

Along with our central support team and several subject matter experts, Ms. Karlov recently completed several successful projects that helped professional service firms reduce their indirect expenses. Significant savings were achieved in the following areas:



- Law firms saved 56% in landline telecom, 40% in office products, 35% in record storage and 26% in coffee and break room supplies.
- Commercial real estate firms saved 55% in messenger services and 30% in wireless telecom.
- Advertising agencies saved 31% in small parcel delivery and 27% in leased equipment maintenance.
- Membership service firms saved 22% in printing and promotional products.
- With savings across total project scope averaging more than 25%, these clients made top-down commitments to reduce costs even where it entailed changing long-standing vendor relationships. ACC's proven methodology has helped professional service firms throughout the US save significant dollars.

Please contact Miles Lee at (866) 364-2848 or [mlee@alliancecost.com](mailto:mlee@alliancecost.com) if you are interested in learning more about an ACC franchise.

# ACC Is Saving its Clients an Average of 18% on Printing

In today's economic environment, companies are looking for ways to save on their operational costs. Alliance Cost Containment reviews as many as 50 different expense areas. We enlist a network of dedicated subject matter experts (SME) to help us with some of the more challenging expenses like printing and promotional products. Over the years, ACC has been able to provide our clients with tremendous savings in these expenses. By working closely with our dedicated print and promotional products SME, we are able to deliver significant cost savings on printing and promotional projects for large and small client accounts.



One advantage of ACC's print review program is our ability to present the client with a savings analysis by performing a confidential open book assessment of the company's current print and promotional needs. We review previously printed samples and invoices and utilize our SME's proprietary technology to understand the market price differential between how our client buys printing and promotional products today and what our SME determines to be the fair market cost of those items.

This is all completed in a transparent environment with the client. If there is a large enough savings as determined by this assessment, we work closely with the client to either reposition the print with suppliers that can serve our client more efficiently or work with incumbent suppliers to align their pricing with the market.

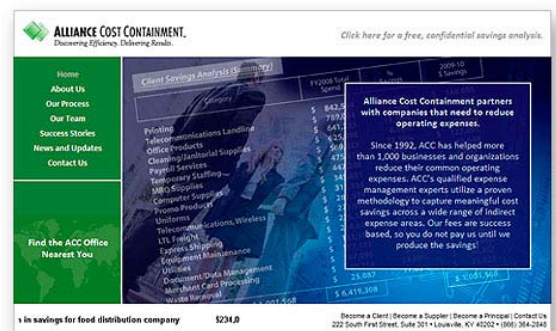
So far in 2009, ACC clients' annual print and promotional budgets range in size from \$40,000 to \$4,100,000. **Based on our assessment, we have discovered and implemented targeted savings between \$7,200 and \$738,000, or an average of 18% savings for each client!** We document the savings and provide detailed documentation on every dollar saved to provide our clients the utmost confidence that their savings on print and promotional products is flowing through to the bottom line. Once we discover the right solution, we monitor to ensure that our clients consistently receive solid pricing, high-quality products, and the high quality customer service they demand.

If you have an interest in the how ACC can help you save significant dollars on your print and promotional products, please contact us at **(866) 364-2848** or [MLee@alliancecost.com](mailto:MLee@alliancecost.com).

## ACC Launches a New Website!

ACC recently introduced a new and improved website to better meet the growing demand for our services. In addition to a refreshed look and feel, our new website makes it much easier for you to receive a confidential, no cost savings estimate from one of our highly qualified professionals. Please visit [www.alliancecost.com](http://www.alliancecost.com) and see for yourself!

Please contact Miles Lee at **(866) 364-2848** or [MLee@alliancecost.com](mailto:MLee@alliancecost.com) if you are interested in learning more about Alliance Cost Containment.



## About Alliance Cost Containment

Alliance Cost Containment is a leading national procurement company that helps businesses and organizations significantly reduce operating expenses. Since 1992, we've helped nearly 1,000 businesses and organizations find undiscovered cost savings. And there's no risk. We don't get paid unless and until you get the savings. Please contact us at **(866) 364-2848** or [MLee@alliancecost.com](mailto:MLee@alliancecost.com) if you are interested in how we can help you reduce your costs.

