



ALLIANCE COST CONTAINMENT

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Case Study

ACC Serves Up \$72,000 Savings for Hotel and Restaurant Management Company

The hotel and restaurant industry is very sensitive to the overall economy, so companies are always looking for opportunities for savings and profit improvement.

Bennett Enterprises is a management company with six restaurants and five hotels and \$40M in revenue.

Mark Wuertz, the Chief Financial Officer, immediately asked Alliance Cost Containment for help when he recognized the value of our services.

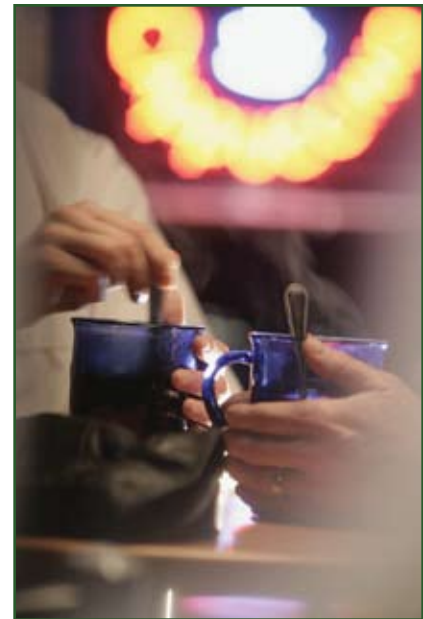
ACC's consultants conducted an extensive review of Bennett Enterprises' spending history and developed a six-step plan to negotiate, implement, and measure cost savings across a range of expense categories.

ACC analyzed four categories: office supplies, telecommunications, maintenance/repair/operations (MRO), and printing/forms.

Wuertz was pleased with the savings:

◆ Telecomm	\$24,000/yr
◆ MRO	\$26,000/yr
◆ Printing/Forms	\$12,000/yr
◆ Office supplies	\$10,000/yr
◆ TOTAL	\$72,000/yr

Wuertz was also pleased with ACC's "gain share" fee structure: "Cost containment specialists like ACC generally charge about half the documented savings in the first year for their services. The rest is gravy for the client. And the next year, we benefit from all the savings, he said."



For more information about Alliance Cost Containment, please visit our website (www.alliancecost.com) or call 866.364.2848

Discovering Efficiency. Delivering Results. Toll free: 866.364.2848