



ALLIANCE COST CONTAINMENT

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Case Study

ACC Teaches Midwest University How to Save \$185,000 per Year

In a world of shrinking endowments and increasing costs, colleges everywhere are looking for alternative sources of revenue. A well-regarded Midwestern university recently engaged ACC to look for overlooked savings opportunities as part of an overall restructuring of their purchasing function. A thorough analysis of their expense areas and purchasing processes by the ACC Principal from Lexington, KY and his project team revealed over \$185,000 in savings available to the school that could be achieved with minimal changes in suppliers.

**Overall, price reductions were realized from 61 different suppliers.
Some of the more noteworthy areas of savings include:**

- ◆ Over \$41,000 electric power costs (in a state without competitive electric power sales!);
- ◆ Over \$10,000 in broadband connectivity costs;
- ◆ Over \$30,000 in printing expenses for admissions and alumni affairs;
- ◆ Over \$7,000 in janitorial supply costs;
- ◆ Over \$27,000 in payroll processing costs;
- ◆ Over \$46,000 in facilities maintenance supply costs.



When asked for his thoughts about the results of the cost reduction project, the school's CFO commented that "Any organization can benefit from this experience. Even if you think you are getting the best rates possible from suppliers, it doesn't hurt to have this confirmed by an independent third party ... and ACC definitely finds savings that you'd never think of."

If your company is looking for a crash course in Cost Reduction contact, Alliance Cost Containment. They're your profits ... don't give them to suppliers without a fight.

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

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