



ALLIANCE COST CONTAINMENT

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Case Study

ACC Guides Travel Agency on a Route That Saves \$90,000 Per Year

The American Automobile Association (AAA) is a well known national association that provides travel planning, airline tickets, hotel room reservations, rental cars, package vacations, cruises, and travel publications.

Like many organizations in today's economy, AAA is keenly focused on reducing its operating expenses in order to stay as efficient as possible.

Jim Moses is the Chief Financial Officer of AAA's Miami Valley, Ohio office. Moses knew there had to be achievable savings in operating costs. He also knew the agency could not easily achieve those savings on its own.

After meeting with representatives from ACC's Dayton, Ohio office, Moses immediately recognized the value of ACC and was convinced it would generate cost savings that would drop directly to the bottom line.

ACC's consultants conducted an extensive review of AAA's spending history and developed a six-step plan to negotiate, implement, and measure cost savings across a wide range of expense categories. A key part of this process is the on-going review and audit of expense detail after the savings are implemented.



Moses was quite pleased with the results. Some examples of the savings include:

◆ Armored car services	\$30,000/yr
◆ Telecommunications	\$30,000/yr
◆ Office supplies	\$15,000/yr
◆ Printing	\$15,000/yr
◆ TOTAL	\$90,000/yr

Moses said, "The results exceeded my expectations, and ACC's representatives worked great with my team. I would recommend them to any organization that is dedicated to cutting costs."

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