

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 Winter 2007-2008 edition includes articles and opportunities that you should find interesting. Our 600 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 business opportunity, please email us at MLee@alliancecost.com, visit our website at www.alliancecost.com, or call us at (866) 364-2848.

Client Feature: ACC Saves Automotive Supplier Over \$235,000

ACC's Principal in Louisville, KY recently completed a very successful engagement with a leading Kentucky based tier one automotive supplier. This client, like many of our clients, is focused on reducing costs and improving its efficiencies.



ACC was asked to review over \$3 million in annual recurring expenses in such areas as maintenance, repair, operational (MRO), uniforms, freight, safety supplies, office supplies, printing and telecom. The results from ACC's diligent research, negotiation and implementation of improved vendor solutions helped generate over \$235,000 in annual cost savings for this client in these areas.

The results exceeded our client's expectations. "We received significant cost savings through the efforts of ACC, said the Controller. If your company is committed to reducing cost and streamlining your procurement process, you will benefit from engaging Alliance Cost Containment".

Please contact us at (866) 364-2848 or MLee@alliancecost.com for more information about how we can deliver savings to your organization.

ACC Joins Exclusive Growth Advisory Alliance



ACC is very pleased to announce that it has joined the elite Business Growth Alliance (BGA) network. The BGA is an expanding national alliance of growth advisory and investment banking firms dedicated to providing unique expertise to controlling owners of family-owned and middle market businesses across the U.S. The BGA is comprised of ten highly qualified service firms help business owners free up liquidity, increase equity value, and enhance corporate governance.

Manning J. O'Connor II, Executive Director of Business Growth Alliance, LLC said, "BGA is very fortunate to have another industry-leading Affiliate Member, with a stellar reputation like Alliance Cost Containment, join the network of BGA Affiliates."

Mr. O'Connor added, "ACC's professionals bring valuable sourcing and procurement experience to the clients of BGA member firms."

"ACC is delighted to be part of Business Growth Alliance, which is a unique and powerful group serving the middle market, said Miles Lee, President of Alliance Cost Containment. We are very enthusiastic about the opportunity to deliver profit enhancement to the vast network of clients served by BGA's Affiliates."

Please contact us at (866) 364-2848 or MLee@alliancecost.com for more information about the services available through the BGA partnership.

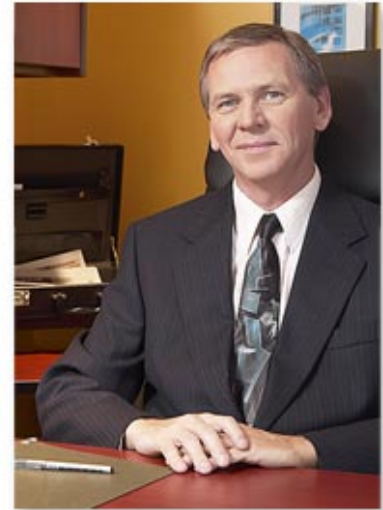
Impacting More Than Your Bottom Line

The old cliché "a dollar saved is a dollar earned" does not tell the whole story. The total value of cost savings is much greater than most businesses realize. Consider the following analysis recently presented to ACC by a prominent mergers and acquisitions firm:

One dollar saved...

- Reduces costs by \$1.00
- Increases shareholder equity value by \$5.00
- Increases access to growth capital (at 0% shareholder dilution) by \$3.50

...creates at least \$9.50 in total value!



Reducing your operating expenses is a powerful way to grow the value of your business. Contact us at (866) 364-2848 or MLee@alliancecost.com for an analysis of the untapped value available within your organization.

Found Money: Life Settlements



A Life Settlement is the sale of a life insurance policy in the secondary institutional market. Turnaround professionals and cost reduction consultants with corporate clients are moving to leverage the application of Life Settlements to help support cash flow, restructurings, sales and liquidations. Private equity firms and hedge funds buying distressed assets have added senior executive life policies to their list of asset acquisition targets to help minimize the level of cash infusion they must provide to buy a business.

One of the most common business applications for life settlements relates to key-man policies being held by a company and insuring the life of a retiring or departing owner or older executive. As compared to the traditional option of simply surrendering a policy for its Cash Surrender Value, a Life Settlement can be used to generate significantly higher values for the company that can be used in a variety of ways – eliminate company debt, free up funds for capital investment, or create a severance package for the departing key-man, to name a few examples.

Life settlements are an excellent way to create "found money" from a resource which might otherwise go untapped.

Please contact us at (866) 364-2848 or MLee@alliancecost.com for more information about this or other "found money" opportunities.



About Alliance Cost Containment

Alliance Cost Containment is a leading provider of profit enhancement solutions for mid-market businesses and organizations. Our no-risk gain-sharing process is used by a group of experienced professionals to deliver expense reduction to organizations in the U.S and Mexico. Examining as many as 35 different indirect expense areas, we leverage an organization's cost structure lower than they can achieve through internal resources, often by as much as 40-50%. Because our methodology works entirely through a "shared savings" fee arrangement, our clients incur no risk, no net costs, and no time commitment of internal resources.