



ALLIANCE COST CONTAINMENT

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Case Study

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.

In the indirect expense categories they do require, service firms usually spend a much higher percentage of revenue than mid-market companies in other sectors. ACC has completed several projects that helped professional services firms achieve savings 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.

In addition, ACC continues to make a strong commitment to assisting non-profit organizations analyze and identify significant cost savings opportunities in their operation. "We selected ACC after reviewing a number of expense reduction firms. They were able to deliver 15-20% cost reductions in our office supply, printing, shipping and telecommunications areas," said the director of a \$500 million national non-profit organization.

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