

Protecting Profit by Managing Cost

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Objectives

- To explore opportunities for Auditel to help you manage your costs and enhance your profits.
- Questions that need to be answered:
 - What do Auditel actually provide to their clients ?
 - Can this help your organisation to reduce its costs?



The cost of doing business

- How much does it cost you to run your business?
 - Communications
 - Energy
 - Water & sewerage
 - Premises
 - Finance
 - Insurance
 - Business consumables



The cost of doing business

- How much time and resource is dedicated to managing the cost of doing business?
- Are you confident you are obtaining best value?
- When aggregated, what is the effect on bottom line profit?
- How would an increase in profits benefit your organisation?



Why manage overheads?

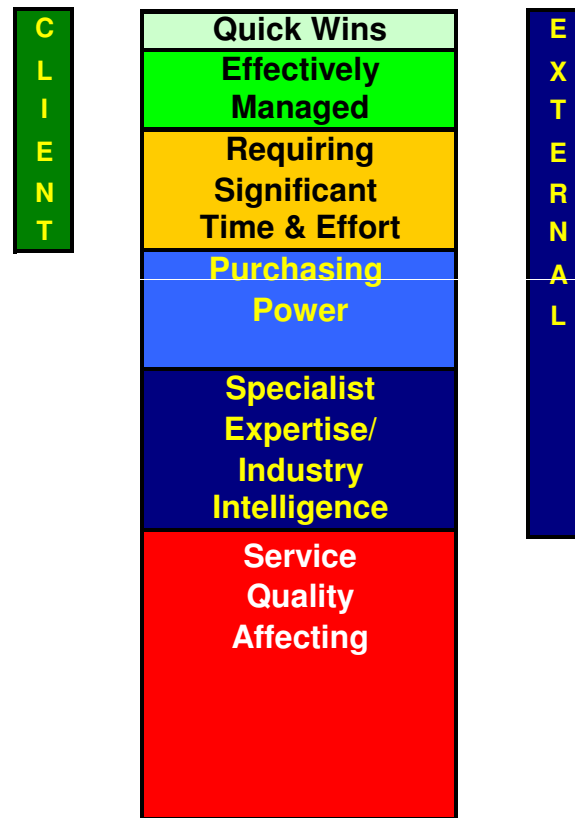
- Financially challenging times
- Profit is under significant pressure
- Increase revenue or reduce cost?
- Increase revenue – difficult in current climate
- Profit margin
- Cost savings go straight to the bottom line
- Directly within your control



Cost Saving Options

1. Do Nothing
2. Manage Internally
3. Use External Resources
4. Combination of 2 and 3

Cost Saving Opportunities





The cost of in-house purchase management

- Employ dedicated resource(s)
 - Salary
 - Taxes
 - Workstation costs
 - Benefits
 - HR costs
 - Legislative costs
- Task existing staff with the job
 - Time to gain expertise
 - Reduces focus on key role
 - Without experience, cost of making wrong decisions
 - Less likely to consistently manage and oversee
 - Cost of missing opportunities through lack of focus and inexperience



Which Partner to Use

- Have they been recommended to you?
- Are they genuinely independent?
- How are they remunerated?
- Will they resolve service issues?
- How much do additional services cost?
- Will they reduce your workload or increase it?
- Do they have the same vested interest in reducing cost and improving QoS?

The Right Partner



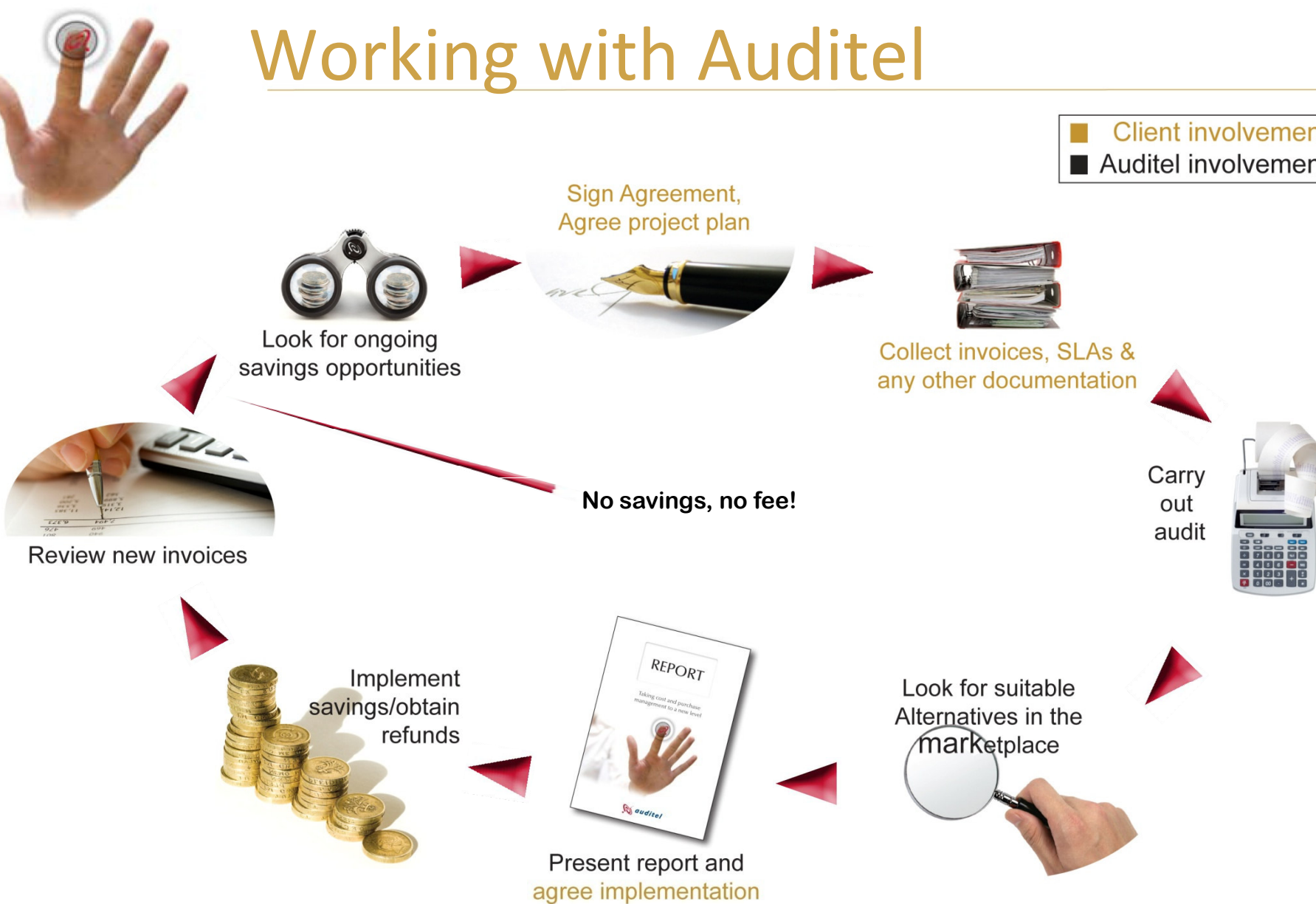


Benefits of outsourcing Auditel

- Leaves you free to focus on your business
- Releases profit to invest in achieving your business objectives
- Self-financing - No upfront staff costs (pay on results)
- Access to independent expert advice and specialist knowledge – make good decisions
- Instant access to up-to-date marketplace information and advice on developments in technology
- Ongoing management – never miss an opportunity to reduce your costs
- Post-audit management reports – provide useful management information to help you manage the rest of your business

Working with Auditel

■ Client involvement
■ Auditel involvement





Auditel - Partners

- Retains Auditel specialisation
- Additional savings opportunities – usually significant
- Many spend categories
- One-stop shop
- Single managed interface .



What Auditel provides for free

- In-depth audit and comprehensive recommendation report
- Implementation and project management services
- Refunds and billing error resolution
- Invoice checking and ongoing management for life-time of consulting agreement
- Trouble-shooting and problem resolution for life-time of consulting agreement
- Peace of mind that you are always getting the best possible deal with significant savings and increased profits



Testimonials

- *“ The savings achieved by Auditel have far exceeded our initial expectations. During the review period all members of the Auditel team working on the project were professional and always kept us informed of their progress. I would have no problem in recommending Auditel to any company wishing to review its utility expenditure.” – Russell Phillips, Celtic Manor*



Testimonials

- *“ I see Auditel as another member of my management team and we’ve got a stream of projects that will keep them busy this year. Auditel offers us lots of guidance and experience and altogether I see the experience as being 100% positive. I wouldn’t hesitate to recommend Auditel to any business, large or small.” – Chris Maddocks, General Manager of Farnham Maltings*



Testimonials

- *“ Our Auditel experience has been, and continues to be, quite outstanding. We particularly value the honest and ethical approach, which gives us complete confidence that David is working solely in the interests of PizzaExpress.” – John Metcalf, Pizza Express*



Testimonials

- *“ You don’t expect to get something for nothing these days, but Auditel deliver. They have reduced our energy expenditure by 25%, a fantastic saving. And the whole process was completely painless. I can only strongly recommend what Auditel do to other charities.”* – David Martin, Director of Strategy and Marketing , Papworth Trust



Auditel

- Established 1994
- Leading UK independent cost management consultancy
 - We are **not** brokers or resellers or tied to any suppliers
- Over 3,000 clients, mostly SMB
 - £0.5M - £100m turnover
- Over 180 trained consultants nationwide
- Expenditure categories reviewed
 - Communications, Energy, Water, Business Consumables
 - Plus many others....
- Fees paid out of cost savings achieved
 - Self-funding service, cash-flow +ve for Client

Questions

How Can We Help You ?

