



value through insight™

For

What Is The Process

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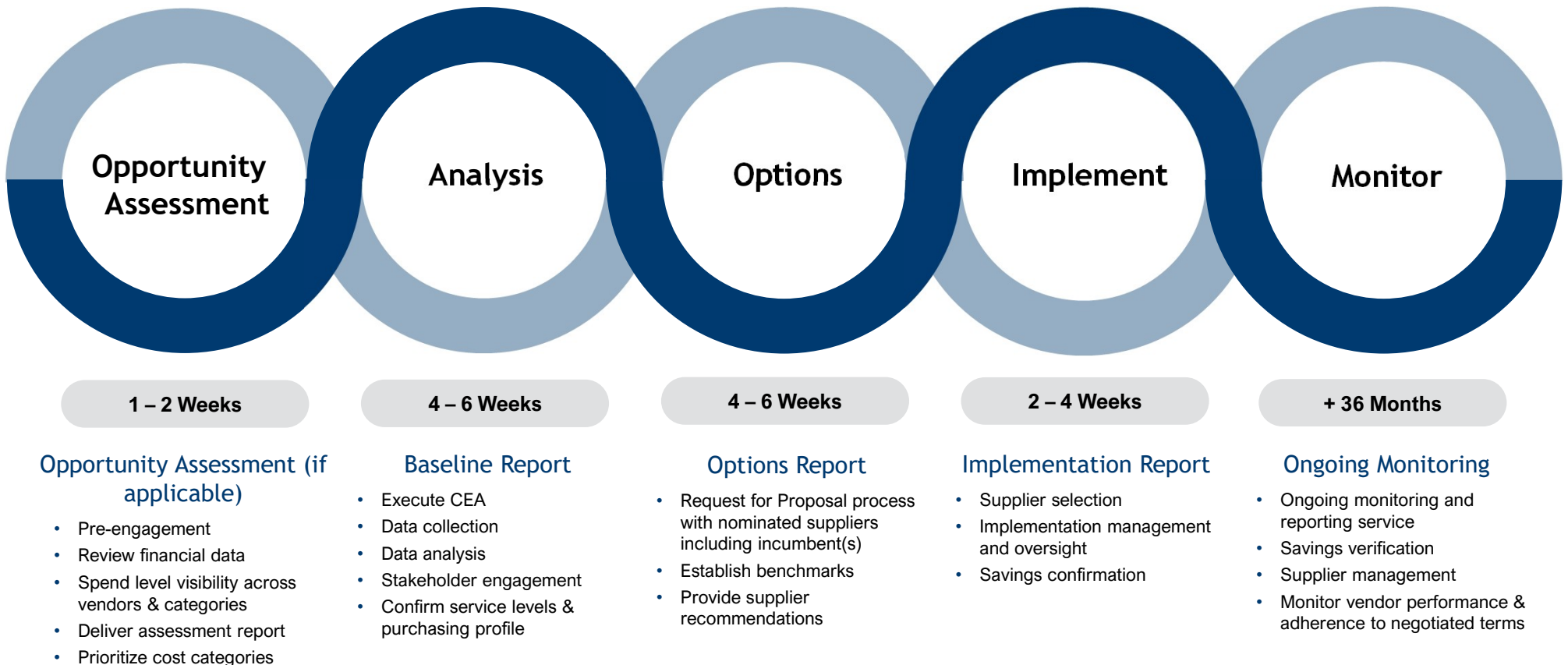
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Formal Process



We Do The Work, We Don't Create It

- Initial data gathering takes less than an hour
- Subsequent data gathering preferably utilizes Letters of Authorization and web access and is primarily performed by ERA
- On average, management spends a total of 8-10 hours over the 2-3 months project period
- Stakeholder employees will invest 4-5 hours over the life of the project



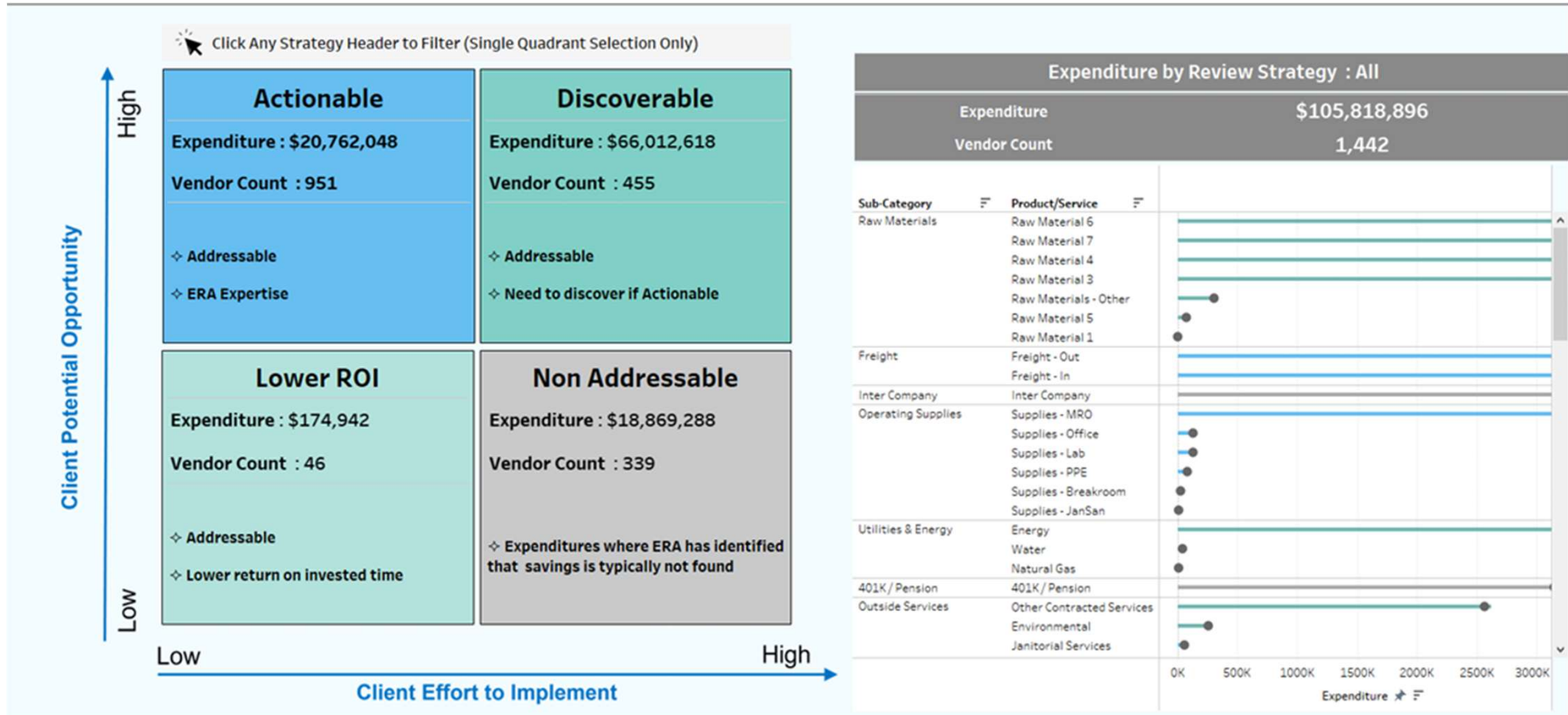
1. Data gathering



We Collect 12 months of categorized, payables data: A Simple Download From Quickbooks or other Accounting Software which contains the following information - the more we get, the better the result

Supplier	Product Code	Description	Group	Pack Size	Quantity Purchased	Gross Unit Cost
ESSENTIAL HYGIENE	FLPO0005	CAREFREE EMULSION POLISH 5LT 403190	CLEANERS	5000	4	\$ 13.05
ESSENTIAL HYGIENE	MOP0028	FREEDOM 11 MOP HEAD MAXI YELLOW SOCKET 910222	MOPS & BUCKETS	1	6	\$ 10.15
ESSENTIAL HYGIENE	HTW0325	SCOTT PERFORMANCE TOWELS 1 PLY WHITE (2700) 6661	PAPER TOWELS	1	60	\$ 15.76
ESSENTIAL HYGIENE	HTW0135	KATRIN TOWELS C FOLD 1 PLY GREEN 34382 NEW XL BOX	PAPER TOWELS	1	30	\$ 12.10
ESSENTIAL HYGIENE	TR0224	ULTIMA TOILET ROLLS 1 PLY 36x920 SHEETS 15120	TOILET PAPER	33120	14	\$ 20.34
ESSENTIAL HYGIENE	DESC0009	LIFEGUARD LIMESCALE REMOVER 1LT 7511502	CLEANERS	1000	12	\$ 2.70
ESSENTIAL HYGIENE	DET0310	BRYTA 3 IN 1 DISHWASH DETERGENT TABLETS PACK 100	DISHWASH	100	2	\$ 11.25
ESSENTIAL HYGIENE	LAUN0240	HORIZON LIQUID STARCH CASE 4x2LT 6038323	LAUNDRY	8000	1	\$ 39.85
ESSENTIAL HYGIENE	CLD0026	SELACTION 3 IN 1 CLEANER DISINFECTANT 5LT E14	DISINFECTANTS	5000	2	\$ 4.91
ESSENTIAL HYGIENE	CLT0015	DISHCLOTH STOCKINETTE LARGE BLEACHED PACK 10	CLEANING CLOTHS	10	1	\$ 3.03
ESSENTIAL HYGIENE	MULT0010	CITRA CLEAN CONCENTRATE 5LT CC5	CLEANERS	5000	4	\$ 7.44
ESSENTIAL HYGIENE	POL0149	PLEDGE WOOD POLISH TRIGGER REFILL 5LT 7511531	CLEANERS	5000	2	\$ 15.22
ESSENTIAL HYGIENE	SAC0040	BLACK REFUSE SACK 18" x 29" x 39" 300G CASE 100 BWA	WASTE SACKS	100	10	\$ 13.07
ESSENTIAL HYGIENE	SCR0026	GREEN SCOURING PADS HEAVY DUTY VILEDA PACK 10; 0024	SCOURERS	10	1	\$ 5.48

Opportunity Assessment: We Present a Version of this in a Formal Report and Collectively Decide Which Categories To Attack



After Signing a Contract, We Run our Analysis:



Derive an Agreed Upon Benchmark Price for Each Category

Consolidate Spending and Vendors

Meet with Stakeholders for their Advice and Direction

Re-negotiate Contracts

Vendor/Supplier Relationship Improvement from Stakeholders

Audit Past Invoices

Seek ways to turn costs into revenues

Create ancillary benefits in new contracts

We Present Options for Each Category



Multiple Vendors Including the Incumbent

Details as to the package/program offered

Assessment of Options Based on Our Discussions with you

You Select Which Option with which to Proceed

We work with your team to implement change

We audit and share the monthly savings over the Life of the Contract