



Checkmate News

Winning Approaches for Cost and Resource Productivity



December 2014

In This Issue

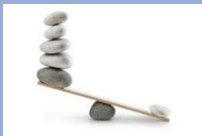
[Audit and Recovery](#)



[Transportation and
Logistics](#)



[Leveraged Purchase
Agreements](#)



[Cash Management &
Spend Analytics](#)

New Services to Accelerate Your Saving

www.PaladinAssociatesInc.com

[Audit and Recovery Programs](#)

- Occupancy Cost Audits - A thorough review of your leases and related agreements to ensure Landlord billing compliance for rent, taxes, insurance, maintenance and other contractual obligations
- Vendor Credit Recovery - Research to uncover funds due from vendors that may be lost in automated accounting systems
- Contingent Labor Review - Audit and reconciliation of Master Service Agreements with contracted temporary employee providers
- Merchant Credit Card Interchange Recovery - Research fees paid by merchants for credit card processing to recover overcharges for current and prior periods.

Collaborating with Paladin's Subject Matter Experts, our Clients enjoy significant additional Cost Savings which previously were out of Sourcing's reach because of resource constraints and skill gaps.

[Learn More - Contact Us](#)

Don Hoepfner
Executive Partner
(770) 853-9940

Bob Matthews
Executive Partner
(678) 358-3339

[Transportation & Logistics](#)

Most U.S. Companies do not effectively analyze their current transportation network, design a plan for corrective action, or have a formal logistics and distribution network in place.

- Is your logistics/distribution network competitive?
- Does your current network meet the requirements of your customer?
- Most importantly, is it effective?

Logistics is a process, a supply pipeline which connects you with your suppliers and your customers.

- The significant cost of logistics/distribution affects the entire supply chain.
- Logistics integrates and develops long-lasting alliances between the vendors/suppliers and customers.
- Logistics should be viewed as a comprehensive process to make your product more competitive in the global marketplace.

Paladin can analyze, diagnose, recommend, coordinate, negotiate, and implement solutions for your logistics and distribution spending. Successful projects yield more than 10% cost reductions in transportation and distribution costs annually.



Read More About
Paladin's Other Expense
Management Solutions

[Spend Analysis](#)

[Co-Sourcing](#)

[Packaging](#)

[Telecom/Data Infrastructure](#)

[Relocation](#)

[Marketing](#)

[Information Technology](#)

[Energy & Utilities](#)

[Change Management](#)

[Sourcing Skills Training](#)



**Paladin
Associates**

Risk Free Cost Reductions

Leveraged Purchase Agreements

Why Should Sourcing Use LPAs?

These Agreements provide 'Fortune 100' prices and contract terms to businesses plus commodity expertise and contract management services.

In many cases, these types of Agreements should take a much higher position in the hierarchy of tools.

- Higher Savings on Smaller Spend Categories
- Professionally and Rigorously Sourced
- Pre-negotiated "Best in Class" Contract Terms and Conditions
- Aggregated Volume for Superior Pricing, Quality, and Service
- Full Time, Professional Category and Supplier Management
- No Up-front Membership Fees or Minimum Annual Volume

More Rapid Time to Savings and Higher ROI

Do you know where your Cash went in 2014?

Cash seems to disappear and some businesses struggle to find out exactly where it went, for what and why.

It is difficult to get actionable information because it is a three dimensional problem.

You need to know who spent the cash, for what and with whom.

Fortunately there are tools and processes to solve this problem.

- Spend Analytic platforms can receive data from multiple systems.
- Data enrichment processes map the relationship between whom, what and to whom.

The end result is actionable data that can be used to develop plans to control expenditures and identify Sourcing Savings opportunities.

*Copyright © 2014 Paladin Associates, Inc., All rights reserved.
You are receiving this Newsletter from Paladin Associates Inc., a Strategic Sourcing company.
Paladin Associates, Inc. 325 Wynland Trace Atlanta, GA 30350*

www.PaladinAssociatesInc.com