



Checkmate News *from Paladin Associates*

Ideas for Cost Reductions and Resource Productivity

January 2011

"Mid-market companies forgo more than \$134B annually in missed savings opportunities"

Aberdeen Mid-Market Report



Don Hoepfner



Bob Matthews

A Note from our Executive Partners

While economists are predicting some growth in 2011, the business environment will continue to be difficult. To increase your company's profitability you will need to redouble efforts to reduce costs of purchased goods and services.

[Link to article from Aberdeen Group on "Cost Still King".](#)

Many companies have downsized and may not have enough resources or the correct skill sets to review supply contracts to achieve maximum savings in 2011.

Paladin Associates can augment your organization through broad based or focused Sourcing Support. We can provide resources to analyze your purchase base, fill gaps in staffing, compile benchmarking data, complete sourcing events, or assist with new contract negotiation and implementation.

Why Paladin?

- Seasoned Business Professionals with Proven Track Records
- Client Focused and Results Oriented
- Strategic Sourcing Expertise
- Commodity Knowledge and Subject Matter Experts
- Extra Resources to Speed Projects and Expand Scope

Let our results speak for themselves - Please read our [Success Stories](#) and [Client Testimonials](#).

Fee structures are flexible and can be based on a percentage of savings or day rates.

Let us help you in 2011. Contact Paladin today.

[Contact Don via Email](#)

[Contact Bob via Email](#)

(770) 853-9940

(678) 358-3339

Meet Paladin at ProcureCon in Atlanta (February 1-3, 2011)

ProcureCon for Corporate Sourcing offers you the sharing of best practices, knowledge and leading edge thinking to build a proactive Procurement Team.

Topics will include:

- Strategic Sourcing Processes for Non-Traditional Categories



- Developing Skills and Leadership Qualities of your Team
- Supplier Collaboration for Mutual Gain
- Advanced Spend Analytics

Paladin is an exhibiting sponsor. Please visit us on the Exhibit Floor.

[More information on ProcureCon](#)



In a tough economy, Procurement is under increasing pressure to deliver savings with fewer resources.

Paladin's experienced associates can fill gaps in your organization for specific projects or allow you the time to find the right permanent resources.

They can bring category expertise, broader knowledge or a new perspective to the challenges you face.

[Click here for an overview of the breadth and depth of Paladin Associates' functional experience.](#)

Prescription Drug Benefits - Growing Impact on the Bottom Line

Advances in pharmaceuticals have changed health care treatments over the last 2 decades with spending on prescription drugs increasing faster than other aspects of health care costs.

This may be good news in controlling healthcare costs as many problems can be prevented, cured or managed through the use of prescription drugs in place of hospitalization or surgery.

However, this trend calls for additional focus on cost controls and effective procurement of prescription drugs through employee benefit plans.

An excellent option is to explore participating in a consortium to obtain volume pricing and manufacturer's rebates.

Paladin can evaluate your current prescription drug costs and determine if savings are available through their pharmaceutical consortium partner who consolidates the purchasing power of 100 employers with 700,000 covered lives and \$900 million in annual prescription drug purchases.

[Read More](#)

Let's Get Personal - Meet Tom Laicha

Meet the newest member of the Paladin team - Tom Laicha, Vice President.

An experienced manager in global sourcing, procurement and supply chain management, he focuses his energy in manufacturing environments.

Additionally, Tom has considerable experience in Low Cost Country sourcing.

He can assist your organization in building highly successful procurement teams.

[Read More about Tom](#)

[Meet all of the Paladin Associates](#)



Tom Laicha

(518) 301-9626

[Email Tom](#)



Paladin Helps Feed the Community in Partnership with Open Hand

As the largest provider of home-delivered meals in the country, [Open Hand](#) purchases, warehouses and delivers millions of dollars in food product every year.

Paladin Associates donated their services to introduce improved sourcing practices to significantly reduce the cost of food products.

The Open Hand/Paladin team developed a database of quantities and specifications for items purchased, then created an electronic bidding and qualification process.

Food costs were reduced by 17% (\$600,000) annually enabling Open Hand to serve more members of the community who required food assistance.

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Where are Your Opportunities?

Click on a Topic for Ideas

[Chemicals](#) [Packaging](#) [Travel](#) [Telecommunications](#) [Energy/Utilities](#) [Temporary Employees](#)

Paladin Associates helps companies reduce costs, improve profitability and more effectively source goods and services. For more information please go to our website:

www.PaladinAssociatesInc.com



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