



Checkmate News *from Paladin Associates*

Ideas for Cost Reductions and Resource Productivity

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www.PaladinAssociatesInc.com

More Results

Less Rhetoric



Don Hoepfner



Bob Matthews

A Note from our Executive Partners

Paladin Associates helps companies reduce costs, improve profitability and more effectively source goods and services.

Supply Chain Management requires:

- The Right Suppliers
- The Right Agreements
- The Right Approach
- The Right Talent
- The Right Technology

Paladin Associates can help you achieve these goals.

We combine state-of-the-art Spend Analysis, Strategic Sourcing, e-Sourcing and Best Practices to reduce the cost of Purchased Goods and Services.

Through Leveraged Purchase Agreements clients can take advantage of lower prices usually reserved for much larger companies.

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

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Staff Augmentation

The volatility of the business environment demands more flexibility.

Contingent resources with specific skills and expertise can provide elasticity and speed.



Talented Procurement Resources are available to:

- Fill staffing gaps
- Provide specialized category expertise
- Implement Technology Solutions
- Manage projects
- Bring a new perspective and skill set to your organization

Read More about the Paladin Team on our Website www.PaladinAssociatesInc.com



Car Talk

- Do you have accurate information to analyze the costs of your Fleet?
- Can you monitor the fuel and maintenance costs of your vehicles?
- Do you have well-defined Fleet policies and practices?
- Do you have the most competitive lease rates?

Paladin can help you lower costs and improve service levels in Fleet Management

Read a Success Story on our Website in Experience/Cost Reductions/Fleet Management



What is MRO?

MRO is an acronym for Maintenance, Repair and Operations' parts and supplies - materials and services that do not go directly into the end product of a manufacturing operation.

MRO is used by the plant to maintain, repair or operate the machinery and processes used in production.

MRO operations:

- Generate numerous low-dollar unplanned buys
- Are viewed as tactical (keep the plant running) and not strategic
- Place priority on fast delivery, not the best price
- Have inadequate information systems for specifications and usage requirements
- Lack performance measurement processes

The business must identify the major MRO cost drivers to find savings opportunities.

Read more about MRO Cost Drivers on our Website in Publications/Articles



Tommy Thompson
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Let's Get Personal - Meet Tommy Thompson

Tommy is the telecommunications cost-saving expert of the Paladin team.

He has over 40 years of global telecommunications experience including sourcing, network implementations, operations, acquisition and divestiture due diligence, contract negotiations and service delivery. As Manager of Telecom Sourcing for General Electric Tommy delivered year-after-year productivity gains and implemented wide-area eAuctions.

Sourcing Categories Include:

- Voice - Domestic and International, Inbound Features
- Data - Internet, MPLS/Frame Relay, Remote Access

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- Conferencing - Video, Web, Audio, Wireless, Local Exchange Services

He can assist your organization in the strategic sourcing of telecommunications through needs analysis, contract renegotiation and telecommunication audits.

Where Are Your Opportunities?

Read Success Stories for these and other categories on our website

Chemicals Packaging Travel Telecommunications Energy/Utilities Temporary Employees



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