



Checkmate News *from Paladin Associates*

Ideas for Cost Reductions and Resource Productivity

September 2011

www.PaladinAssociatesInc.com

A Note from our Executive Partners

Services include staff augmentation, strategic sourcing projects, spend analysis, complex optimization projects, sourcing event management, strategic sourcing skills training and cost reduction initiatives.

Results Achieved for our Clients

Cost Savings:

Indirect Expenses	10% to 25%
Telecom/Datacom Costs	15% to 25%
Transportation Costs	10% to 20%
Energy and Utilities Costs	10% to 18%
RX Drug Benefit Costs	5% to 15%
Raw Material Costs	5% to 10%

Plus:

- Improved Internal Processes
- Reduced Cycle Time
- Lowered Inventory
- Improved Quality
- Reduced Manufacturing Costs

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

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Technology Partnerships

Paladin has partnered with leading Sourcing Technology providers to offer your organization technology alternatives and flexibility.

ARIBA	lasta
CombineNet	Lexington Analytics

Paladin Associates is a Sourcing Services company staffed by veteran professionals from GE, P&G and similar industry leaders.

All Associates have 25+ years of industry experience.



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Selection of technology tools is a critical component of an effective Sourcing Strategy.

One size DOESN'T fit all - organizations have different needs and preferences.



Optimization

Guarantee Best Total Value by Casting a Wider Net and Using World Class Bid Gathering and Bid Analysis Tools

What is "Optimization"?

1. The process of collecting and evaluating supplier proposals to arrive at the best possible sourcing solution that meets all the buyer's needs. This process reaches out to current and prospective suppliers encouraging all to be creative and innovative.
2. The use of state of the art computer based tools that give suppliers an online platform for submitting proposals in a "non-auction" environment and enabling buyers to thoroughly evaluate hundreds or even thousands of potential supply matrices.

Two features work together to deliver breakthrough sourcing results:

- Expressive Bidding - enabling and encouraging suppliers to propose alternatives and make conditional offers
- Scenario Analysis - evaluation of all supplier input including Expressive Bids under an unlimited number of possible sourcing combinations and "what if" conditions while clearly quantifying the cost impacts of each option considered.

Whether your supply matrix is complex in terms of number of suppliers, number of items, number of using locations or all of the above this approach can deliver for you. For example, think of having dozens of suppliers bid on hundreds of items...we did and helped save our client over 25%!

Paladin's Center of Excellence in Optimization can help your organization analyze spending and customize an approach that best meets all your quantitative and qualitative needs and insures best possible value.



Read a Success Story on RX Drug Benefits on our website - www.PaladinAssociatesInc.com

Leveraged Purchase Program

Paladin's clients can participate in a Group Purchasing Organization of 175 Fortune 1000 members with \$600 Billion in aggregated revenue and 2 million employees

Benefits:

- Provides small companies with large company prices
- Purchasing volumes are consolidated across numerous companies
- Speed to Savings is accelerated

Categories of Leveraged Agreements

Office Solutions	Copiers/Fax/Printers
Technology	Office Equipment & Furniture
Industrial Supplies	Energy
Promotional Items	Conferencing
Telecom Services	Safety Supplies
Staffing	Moving and Relocation
RX Drug Benefits	Drug and Background Checks

Let's Get Personal - Meet Rob Patton

Rob Patton brings more than 33 years of purchasing experience from Procter & Gamble's global



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purchasing organization.

At P&G Rob was widely recognized as a thought leader and innovator in strategic sourcing and supplier relationship management and sourcing skills training.

- Championed the use of total quality principles, statistical methods and constraint management fostering a collaborative team environment for driving cost and inefficiency out of supply chains.
- Possesses a depth of commercial knowledge and a profound technical understanding of all segments of the chemical industry, its processes and its supply chains.
- Received P&G's prestigious Phoenix Award in recognition of his exceptional leadership, innovation and mastery in purchasing and strategic sourcing.

Rob has a proven track record of leveraging this knowledge and understanding to implement enduring sourcing strategies, build win-win relationships with suppliers, deliver world class cost savings and achieve significant speed to market improvements.

[Read More About Rob and the Paladin Team on our website](#)

The Paladin team met this summer to share knowledge, continuously improve our services and celebrate the achievements of the past year.



Where Are Your Opportunities?

Read Success Stories on spend categories on our website - www.PaladinAssociatesInc.com

Chemicals Packaging Travel Telecommunications Energy/Utilities Temporary Employees



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