



## A Note from our Executive Partners

With its no-nonsense, pay-for-performance, risk-free guarantee, Paladin helps companies reduce costs. We work side-by-side with company personnel to implement "fast track" quantifiable savings and long term cost reduction programs.

Paladin has helped our clients achieve annual savings of 5% to 25% ... 100% of the time.

No Savings...No Fees...Guaranteed! Please read [Success Stories](#) and [Client Testimonials](#).

Paladin's associates are seasoned business professionals who had successful careers in Fortune 100 companies by consistently delivering results. We bring our big company experience to the mid-market sector. Solutions are tailored to the unique procurement and supply chain issues faced by these companies.

Our experienced resources can also fill Staff Augmentation roles for your Sourcing and Procurement Operations. We can assist with the implementation of strategic or tactical sourcing projects.

We are flexible, nimble and provide customized solutions to meet our clients' needs.

***Jump start or speed up your savings programs risk-free. What do you have to lose?***

***Contact Paladin today.***

[Contact Don via Email](#)

[Contact Bob via Email](#)

(770) 853-9940

(678) 358-3339

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

*Aberdeen Mid-Market Report*



Don Hoepfner



Bob Matthews

## Meet Paladin at the Procurement Leaders Forum on September 29

Paladin is an exhibiting sponsor of this one day event in Boston. Senior Procurement, Sourcing and Supply Chain executives of major global organizations will be discussing topics including:

- Innovation
- Global Sourcing
- Streamlining Supply Networks
- Risk Management
- Procurement Outsourcing

We hope to see you there - please visit us on the Exhibit Floor.

[More information on the Procurement Forum](#)

## Telecommunications Savings Opportunities

Telecommunications is a spend category with one of the highest probabilities of achieving savings.

- Individuals managing telecom expenditures are usually technical specialists without experience in strategic sourcing or an intimate knowledge of telecommunications billing practices.
- Incumbent telecom suppliers tend to be inflexible in pricing and service delivery options.
- Business ownership of telecom services is often fractured between Sourcing, IT, Telecom and Facilities within the organization.

The most challenging categories include local exchange and wireless services.

- Multiple state tariffs apply to the same type of services.
- Customers have little access to published rates.
- Minimal useful and actionable billing information is provided.

Paladin's sourcing expertise includes a unique ability to generate telecom savings of 13% - 20%.

[Read more about Local Exchange Services](#)

[Read more about Wireless Services](#)



## A Few Success Stories

Paladin reduced employee Prescription Drug Costs by 9.5%, saving \$700,000. [Read More](#)

A \$10 Billion company saved 20% on Temporary Employee Costs. [Read More](#)

An Energy review reduced usage and pricing for a Midwest factory. [Read More](#)

[More Cost Reduction Success Stories](#)

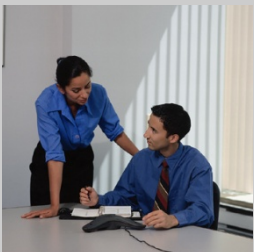
## Bridging the Resource Gap

In a tough economy, Procurement is under increasing pressure to deliver savings with fewer resources. Paladin can help your company by supplementing your staff with Subject Matter Experts in:

- Strategic Sourcing
- Procure-to-Pay Processes and Technology
- eSourcing & eAuctions
- Spend Analytics
- Category Expertise
- RX Drug Benefits
- Supplier Relationship Management

Staff augmentation resources can be provided on a Performance Fee or Day Rate basis.

[More on Paladin's Commodity Expertise](#)



Act NOW on Health Care!  
Using Contract Labor?  
Go GREEN & Save!



[Email Dan](#)

(781) 749-5749

## Let's Get Personal

Meet the newest member of the Paladin team - Daniel Doran, Vice President of Sales.

Dan has 35 years of experience in delivering technical enterprise solutions to established global companies and start-up businesses.

He brings extensive sales and management expertise in strategic procurement software and supply chain management services. Contact Dan to see how Paladin can help you achieve your cost reduction and productivity goals.

[Read more about Dan](#)

[Meet all of the Paladin Associates](#)

**Paladin Associates Inc.** helps companies reduce costs, improve profitability and more effectively source goods and services. For more information, case studies and client testimonials, please go to our website

[www.PaladinAssociatesInc.com](http://www.PaladinAssociatesInc.com)



**Paladin Associates, Inc.**

*Risk Free Cost Reductions*