



Checkmate News

Winning Approaches for Cost and Resource Productivity

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Do You Know Where Your Cash Went in 2013?

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

The challenges:

- Financial statements show expense classification but not the suppliers.
- Accounts Payable reports where the cash went but not what it was for.
- Neither source shows who in the business unit made the expenditures.
- Purchasing systems are generally not used for all expenditures.

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.

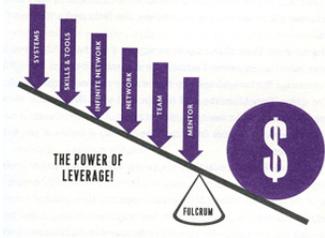
- Spend Analytic platforms can receive data from multiple systems.
- Data enrichment processes map the relationship between who, what and to whom.
- The end result is actionable data that can be used to develop plans to control expenditures and identify Sourcing Savings opportunities.
- Sourcing Savings result from identification of fragmented buys, off-contract purchases, and expenditures not going through the Purchasing organization.

Use of Spend Analytics typically results in faster implementation and quicker cash flow improvement. Once implemented these tools can also be used to ensure compliance with new contracts and ensure usage and savings are maximized.

Consider this as an option as you plan your Sourcing Strategies for 2014.

Leveraged Purchase Agreements

As a client of Paladin Associates, companies can participate in Leveraged Purchase Agreements as an effective Strategic Sourcing Tactic.



Leveraged Purchase Agreements may deliver 5% - 15% greater savings than an organization can achieve on its own.

Best in Class Pricing Professionally Managed Contracts National Suppliers

- Significant volume leveraged for superior pricing and service
- Pre-negotiated "best in breed" terms and conditions
- Multiple LPA sources for best supplier in each category
- Professional, on-going category management
- Gain sharing model avoids up-front membership cost or client risk
- Accelerated 'time to savings'

Categories

RX Drug Benefits	Employee Relocation Services
Insurance Programs (Property/Casualty/Health/Life)	APL Freight Logistics
Office Products & Equipment	Office Imaging Machines (MFDs)
Print Services	Small Package Freight
Corrugated Products	Freight Forwarding Services
Uniforms/Mats/Janitorial Products	MRO – Safety Supplies
Merchant Card Services	MRO – Repair Parts/Fasteners/Misc

Global Relocation Savings

Relocating your top talent, whether it's across the country or around the world, is strategically important and is a significant ongoing cost. The Worldwide Employee Relocation Council reports the cost to relocate an existing employee homeowner now exceeds \$90,000.

- Evaluating your company's relocation spend can be difficult.
- Evaluating relocation service providers can be equally difficult.

Paladin has developed a Leveraged Purchase Agreement with Graebel Companies that enables clients to benefit from aggregation of spend represented by a broad client base.

Paladin's model delivers results in this specialized category by leveraging knowledge of the latest relocation trends, innovations and cost-cutting strategies. The offering includes a global services delivery platform for 153 countries, pre-negotiated fees and discounts, and a comprehensive menu of services to meet the needs of global employers.

[Read More](#)





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Meet Peter Kolp

Peter Kolp is an expert in reducing clients' cost of global relocations with 32 years of experience in all facets of Global Mobility.

In partnership with the nation's largest Group Purchasing Organization, Peter developed the program to aggregate the first Leveraged Global Relocation Services Program.

He has worked with Fortune 1000 companies developing best-in-class global relocation departments, including staffing, policy development, vendor selection and management, and contract administration.

[Read more about Peter](#)



What if you could maximize savings across your enterprise and reduce 'time to savings' without adding additional headcount?

Paladin Can Help – Our Expertise is Your Expertise!



Contact us to learn more

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