

Paladin Named One of "50 to Watch"



Checkmate News

Winning Approaches for Cost and Resource Productivity

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Volume 8 Edition 2



[Don Hoepner](#)

Executive Partner



[Bob Matthews](#)

Executive Partner



[Peter Kolp](#)

Executive Partner

[Read More about Peter](#)

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We are very pleased and proud to announce that Paladin was named as one of the companies on the [Spend Matters](#) prestigious "50 to Watch" list. This is a very important endorsement from the largest blog in the Sourcing and Procurement Industry.

[Read the Announcement](#)

Paladin Associates offers Enhanced Strategic Sourcing Solutions and names Peter Kolp as Executive Partner

Paladin Associates has named a new Executive Partner - Peter Kolp, formerly President and Founder of Advanced Integrated Solutions (AIS).

Paladin now offers an expanded suite of Leveraged Purchase Agreements plus Audit and Recovery Programs for our clients.

- Leveraged Purchase Agreements include contracts that provide significant buying power through aggregated volume with professionally sourced and managed "Best in Class" terms and conditions from top tier Suppliers.
- Audit and Recovery programs assist clients in the investigation and recovery of amounts due to their organization through professional audit processes that maintain Supplier relationships.

Paladin Associates, a Strategic Sourcing and Procurement Services company, is staffed with experienced Subject Matter Experts in numerous spend categories with extensive knowledge of procurement best practices.

[Learn More - Contact Us](#)

Donald J. Hoepner
Executive Partner
DJHoepner@PaladinAssociatesInc.com
(770) 853-9940

Robert S. Matthews
Executive Partner
RSMatthews@PaladinAssociatesInc.com
(678) 358-3339

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The Solution to Supply Chain's
Change Challenges

First Half in the Books: Where Do You Stand?

With the close of business on June 30th, the first Half of 2015 will soon be history.

Question is: Where are you with the cost saving or productivity goals that you established for your Department, Company, or yourself? Depending on the answer you may want to take a moment and reevaluate the situation.

It has not been uncommon for a client to approach Paladin at this point in the year and ask: What can you do to help us achieve our goals for 2015? Here are some ideas:

- Realize the benefits of prenegotiated, aggregated Leveraged Purchase Agreements that provide supplier contracts which can generate savings of 10% to 25%. Implementation is quite seamless and savings can begin within 30 to 90 days.
- Audit and recovery programs can produce meaningful results quickly
- Engage additional Subject Matter Experts to augment resources, complete projects and realize savings as soon as possible.

If you're looking for real cost savings that can get you back on track, let us know. We'd be glad to assist in any way that we can.

[Leveraged Purchase Agreements](#)
More Rapid 'Time to Savings' and High ROI

Categories of Agreements

Human Resources

- Employee Relocation Services
- Household Goods Moving / Auto Transport
- Pharmacy Drug Benefits
- Background Checks and Drug Screening
- Insurance Policy Programs

Office Services

- Workplace and Facilities Solutions
- Office Supplies and Products
- Digital Office Equipment (MFDs)
- Local Telecom (LEC) Services
- Mobile Telecom Services
- Audio-Video Conferencing Services
- Facilities Maintenance Services



Transportation

- Small Package Freight Program
- LTL Freight Programs
- Freight Forwarding Services
- Car Rental Program / Truck Rental Program

Industrial Services

- MRO - Safety Supplies Plus Repair Parts/Fasteners/Misc. Items
- Uniforms/Mats/Linens/Janitorial Products
- Janitorial Cleaning Services

Other Categories

- Golf Course Supplies, Equipment, and Resale Products
- Food and Beverage Services

Audit and Recovery Programs

Uncover and Recover Amounts Due

Vendor Credit Recovery

- Supplier Audit and Recovery Program
- Supplier Account Statement Reconciliation Process

Occupancy Cost Recovery

- Complete Lease Audit and Expense Verification Process

Contingent Labor Review

- Complete Contract and Invoice Audit

Telecomm Audit and Pay

- Complete Audit of Contracts and Invoices

Freight Audit and Pay

- Freight Invoice Audits for Rates and Service Delivery

Energy Audit and Pay

- Energy Invoices Audited against Contracts
- Reviewed for Potential Tariff Changes and Other Rate Reductions

Sales and Use Tax Audit and Recovery

- Tax Recovery and Tax Audit Reviews

Credit Card Interchange Fee Recovery

- Class Action Law Suit Claim Services ... Retroactive 9 year Recovery Program

Property Sales and Leaseback Services

- Generate Cash from Owned Facilities
- Full Value Appraisals and Market Interest Rates

Other Class Action Law Suit Claim Processing and Recovery



and increase the effectiveness of Supply Chain organizations

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