



May 2018



On this past Memorial Day weekend, we celebrated the beginning of summer but also remembered those we have lost who were close to us, the Military Men and Women who protect us and the First Responders and Volunteers (and their families) who support us and our way of life in the best country in the world!!!

It is with profound respect and gratitude that we remember all of the Men and Women who have sacrificed everything. There is no greater love than to lay down one's life for one's friends (John 15:13). You will not be forgotten.

God Bless America



Paladin Associates was a sponsor of ISM 2018.

We had the opportunity to discuss with attendees several ideas to reduce the cost of Purchased Goods and Services and to improve the Value received from Suppliers.

New Services to Unlock Savings

Deposit Recovery Services

Billions of Dollars of Unclaimed Deposits Are in State Coffers - Your Refund Check Could Be Waiting!

Many companies make deposits to suppliers for real estate transactions, equipment and facility leases, utility connections, down payments for large events and deposits for various other contracted activities.

When these deposits do not get returned to the customer, these assets must eventually be escheated (turned over) to state treasuries (and Canada) where the deposits were originally made. These unclaimed deposits (often referred to as 'Unclaimed Property') may be the result of ongoing business reorganizations, employee turnover, lost paperwork, organizational relocations, address changes, poor record keeping and numerous other factors.

Paladin Associates' Partner specializes in researching owners of available unclaimed deposits, filing necessary (often voluminous) state claim forms, and following the claims for payment. Paladin clients can start receiving funds about three months after filing claims. Fees are based on actual recoveries received.

For more information

[Contact Us](#)

Telecom Mobility Optimization

Would your company be interested in saving 10% - 27% of your current mobile phone costs without changing carriers?

Leveraging extensive cellular industry experience and knowledge, we provide services which focus on reducing and managing corporate and institutional wireless costs without changing carriers or affecting current contracts.



Donald J. Hoepfner, Executive Partner

Supply and Demand Chain Executive Magazine names Donald J. Hoepfner, a Co-Founder and Executive Partner of Paladin Associates, Inc., as a 2018 Provider Pro to Know for outstanding industry achievements.

[Email Don](#)

(770) 853-9940

[Read the Press Release](#)

Sourcing & Procurement Solutions

[Spend Analysis](#)

[Co-Sourcing & e-Sourcing](#)

[Strategic Sourcing Cost Reductions](#)

[Audit & Recovery Services](#)

[Leveraged Purchase Agreements](#)

[Procurement Process Transformation](#)

[Change Management](#)

[Sourcing Skills Training](#)

[Staff Augmentation](#)



[Influencing Change](#)

The Solution to Supply Chain's Change Challenges

[Meet the Paladin Associates](#)

Savings are derived from leveraging unique rate structures and utilizing promotional discounts which the carriers do not openly share in the market place.

Typically within 6 weeks from engagement the cost saving measures are implemented with the supplier and savings realized within 2 billing cycles. Fees are based on actual implemented savings.

For more information

[Contact Us](#)

Telecom Tax Recovery

U.S. Telecom Carriers often bill questionable taxes and fee surcharges contrary to FCC Regulations. Many of these taxes and surcharges can be stopped on a "going forward" basis, along with a refund paid by the carriers to our Clients based on historical payment data. The statutory period for a refund is not limited.

The refund amount and future savings can approximate 8% of the total spend for Interstate and International TeleCom/DataCom expenditures.

Sign up now to join the largest Telecom spenders in realizing these savings. Easy Process ...Fees Based on Actual Savings and Recoveries

For more information

[Contact Us](#)

Property Insurance

Catastrophic Losses Impact Property Insurance Renewals

After suffering one of the of the worst years ever for catastrophic claims in 2017, insurers and reinsurers are under extreme pressure. Hurricanes Harvey, Irma and Maria along with California wildfires, Mexican Earthquakes and other global extreme weather events generated catastrophic insurance losses in North America of \$135 Billion. U.S. flood policies, backed by the U.S. Government, experienced coast-to-coast premium increases.

Insurance renewal increases are expected to range from 5% to 20%. Policy renewals for commercial property insurance are more prolonged and negotiations take longer to secure competitive pricing.

There still is adequate capacity and competition in the insurance industry to back catastrophic risks.



Paladin is a Founding Member of the



SourcingOnDemand

Ladjust

TACTICA



[Read a Success Story](#) about an Auto Leasing and Garage Services company that reduced premiums substantially through a specialized broker and insurance carrier.

Medical Insurance

Companies need to regularly review the services that medical brokers and insurance companies provide to control costs and improve processes and services. Health insurance offerings are complex and require specific expertise to manage effectively and efficiently.

[Read a Success Story](#) about a Commercial Fleet Management Company that obtained a better insurance policy for 15% lower premiums.

Paladin's Strategic Insurance Partner assists clients to determine their optimal cost structure, plan design and servicing needs. Using a simple and efficient electronic platform comparable to Amazon, clients can now access massive new industry price points and data. 10-30% decreases overall that will stretch procurement dollars over a 36-month period and beyond.

This proven technique has delivered \$130M in savings with no diminution in plan design, employee benefits or broker services. No need to leave your broker/carrier to achieve success. We offer a next generation proprietary global database matching CFO's and Purchasing Managers to broker specialists and additional suppliers. Rather than accessing local data points, Paladin can now offer national and international information beyond a traditional exercise.

For more information or to obtain a no-cost confidential Property/Casualty and/or Medical premium benchmark

Contact Us

www.PaladinAssociatesInc.com

Copyright © 2018 Paladin Associates, Inc., All rights reserved.

Paladin Associates, Inc. is a Strategic Sourcing and Procurement Consulting company.

Our mailing address is:

Paladin Associates, Inc.
5425 Peachtree Pkwy
Peachtree Corners, GA 30092-6536