



May you and your family be blessed on Thanksgiving and throughout the rest of the year



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[Deposit Recovery Services](#)

Over \$1 Trillion of Unclaimed Deposits Are in State Coffers

How Much Are Yours?

Many companies make deposits to their 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assets must eventually be escheated (turned over) to the various state treasuries (and Canada) where the deposits were originally made.
- These unclaimed deposits (often referred to as 'Unclaimed Property') are the result of poor record keeping, ongoing business reorganizations, employee turnover, lost paperwork, organizational relocations, address changes and numerous other reasons.
- Finding these unreturned deposits and filing claims can be very time consuming. Most companies do not have extra resources in Finance or Accounting to deal with the tedious paperwork, multiple state agencies, various claim forms, and discussions with state auditors necessary to file the claims properly to obtain the recoveries.

Paladin Associates has a Partner who specializes in researching owners of available unclaimed deposits, filing the necessary (and often voluminous) state claim forms, and following the claims for payment. Our Partner is licensed and registered in all 50 states and Canada to perform this service. Companies such as Goldman Sachs, Blackrock, HPE, Liberty Mutual, Raymond James, and others have already taken advantage of this program to recover millions owed to them.

Clients Can Start Receiving Funds about Three Months after Filing . Claims

Your Refund Check Could Be Waiting!

[Request More Information](#)

Michael J. Herger joins Paladin Associates

Michael Herger joins Paladin Associates as a high impact supply chain leader with a history of transforming underperforming organizations to improve growth and profitability through implementation of world-class global supply chain management strategies and processes. He is a Sourcing and Procurement subject matter expert skilled at developing and executing strategic plans that redefine supplier relationships, enhance competitive standing, reduce costs, inspire teamwork and improve overall operating effectiveness.

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The Solution to Supply
Chain's Change Challenges

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Paladin Associates focuses on Indirect Spend

Many manufacturing companies historically had Procurement organizations focused on Direct Material and Capital Equipment purchases and may not have the staff or the correct Subject Matter Experts to get involved in negotiating and managing Indirect Expense categories. Providing a high level of influence and performance in non-traditional indirect spend categories will require subject matter expertise and skills beyond the traditional negotiating skills.

- Indirect expense areas can often be identified these areas through spend analytics.
- Many of these unaddressed or so "non-traditional" spend categories are negotiated and managed by end user organizations that know what they need but may not know industry market pricing or have the skills and tools required to get the best deal possible from suppliers.
- At all companies, there are still some categories that remain off limits to Procurement such as Prescription Drug Benefits, Employee Relocation Services, Telecom and other IT categories, Workplace Solutions, Office Supplies, Marketing Expense Services and Legal services

These categories have been harder for Sourcing and Procurement to penetrate. By gaining access and being involved in these categories, Sourcing and Procurement can help the businesses user group discover and drive supplier innovation early in the process, reduce prices and other costs, manage and reduce supply risk, and help improve the profitability of the company.

[Learn More - Contact Us](#)

2018 is Almost Here

With the close of business on December 31, 2017 will soon be history. Did you achieve the cost savings or productivity goals that you established? Paladin can help you achieve your goals for 2018 with some of these ideas.

- Realize the benefits of prenegotiated, aggregated Leveraged Purchase Agreements that can generate savings of 10% to 25%. Leveraged Purchase Agreements include supplier 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.
- Subject Matter Experts can be engaged to augment resources, complete projects and realize savings as soon as possible. Paladin Associates, a Strategic Sourcing and Procurement Services company, is staffed with very experienced Subject Matter Experts in numerous spend categories with extensive knowledge of procurement best practices.

As you plan for 2018 Sourcing and Procurement projects, if you're looking for real cost savings and value that can get you back on track, let us know. We'd be glad to assist.

Do You Know Where Your Cash Will Go in 2018?

Cash seems to disappear and it can be difficult to determine why.

- Financial statements show expense categories, but not the suppliers.
- Accounts Payable reports show where the cash went but not the details of the purchase.
- Neither source shows what business unit made the expenditures.

It is difficult to get actionable information since 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 can map the relationships between the who, the what and to whom.
- Spend Analytic tools can be purchased as a service which can result in faster implementation and quicker cash flow improvement.

[Contact us](#) for more information on ways to obtain actionable data to develop plans to control expenditures and identify Sourcing savings opportunities.

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

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