

Triage Introduction

Cost Optimization Initiative

Success is never a guess. It is always The Plan



Industrial and commercial clients are laser focused on getting every dollar out of fixed and variable operations.

This focus can create opportunities to begin to leak money to the tune of 10%-15% of total operating overhead.



THE Plan Consulting GROUP LLC

The Plan Consulting Group (TPCG) develops and deploys cost reduction programs designed to improve performance and manageability. By increasing visibility of administrative and technical operations, expenses can be tracked and improved.

VALUE ASSESSMENT

The Value Assessment quickly identifies easily realized areas of cost savings by using readily available client and vendor information. These targeted cost savings opportunities require little or no capital and minimal resources.

Clients have zero cost, retain 65% of the first-year savings and all subsequent years' savings.

The Value Assessment will utilize 1-2 days of the clients' accounting administrative person to collect these documents and 4-weeks of the TPCG Triage Team to produce an Executive Management Cost Optimization Action Plan. This Action Plan will likely span the following 10 specified tracks.

TRACKS

AREAS OF FOCUS

SYSTEM RETROFITS

PROCURABLE SPEND ADMINISTRATION

UTILITY BILL ADMINISTRATION

INVOICE & SERVICE AUDITS

MERCHANT CARD PROGRAMS

HEALTH BENEFITS MANAGEMENT

IT APPLICATION ALIGNMENT

DOCUMENT MANAGEMENT

BENEFITS

Cost reduction thru lighting & mechanical retrofits

Reduce cost via improved contract compliance over subcontractors

Reconcile locations, accounts and meters to ensure correct rates and billing

Cost recovery and invoice processing improvements

Fee recovery, reduced card processing fees and increased security

Improve employee health, reduce pharma cost, ensure dependent eligibility

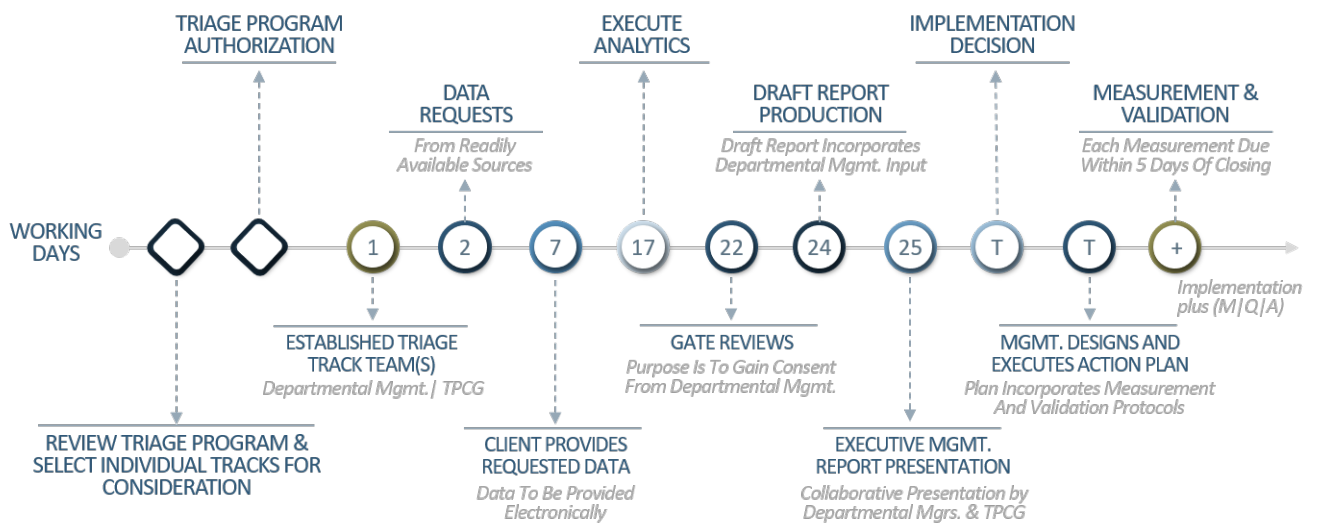
Reduce cost from under/un-utilized applications and licensing reconciliation

Enhancing vendor support & equipment performance



VALUE ASSESSMENT PROCESS

The process is performed at no cost to the client and begins with the client selecting the Tracks to be analyzed. Per these selections, TPCG will request access to their General Ledger, Accounts Payable and possibly additional internal and external documents depending on the Tracks selected. We will take this data and create a Spend Matrix providing cost savings opportunities. The client will select the opportunities for implementation and tracked by TPCG.



The Triage analysis requires the execution of a contingency agreement in the event any of the recommendations are implemented and produce the forecasted savings. This commercial arrangement mitigates all risk of investing in projects and programs that don't generate the expected financial impacts.

PROVEN SUCCESS

The Triage Program has been developed to support many commercial & industrial companies including large retail companies.

Cost Optimization Services have saved TPCG clients hundreds of millions of dollars over the past 15 years. The companies listed are a sampling of the clients that have engaged in the process and are still enjoying reduced cost and improved profitability.

