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Do You Know Where Your Print Dollars Are Going?

The cost related to copying, printing and document management is one of the final frontiers of indirect expense reduction. While many organizations have made strides in equipment lease and 'click' costs, there often remain a significant number of non-networked desktop printers with no way of measuring print volumes and corresponding costs.

With multifunction printers blurring the lines between copiers, fax machines and traditional printers, now is a great time to take a comprehensive look at all internal print sources and related costs. A managed print solution (MPS) combined with a strong corporate print policy and 'right sized' printer to employee ratio can provide an opportunity to upgrade to best in class equipment while saving money via reduced equipment costs, reduced toner costs, reduced energy costs, and reduced help desk costs. Additionally, state-of-the-art tools can be deployed to control color print costs and reduce overall paper consumption, thereby supporting your company's green initiatives.



CCS recently led an MPS solution project for a client with multiple locations. The client had many copier leases, each via a different supplier and with varying termination dates and pricing and a variety of suppliers provided toner. The client had no corporate print policy.

Personal printers had 'multiplied' quickly, and in some locations were used almost exclusively while leased equipment sat largely unused. **By moving to a managed print solution the client reduced their costs by over 25% while upgrading**

devices, meeting green initiatives and right sizing their fleet.

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What's ahead for businesses in 2011? Some indicators are pointing to positive trends that could signal that things are picking up.

If your business is showing signs of recovery from the economic downturn, your employee travel may do the same. Make sure you're not paying more for hotels than you should.



Expect to see rising hotel prices this year as the economy improves and demand increases. Lodging industry experts see average corporate rates going up about 4% with increases as much as 20% in metro areas like New York, Dallas, Atlanta and Chicago.

The 2011 forecast by PricewaterhouseCoopers indicates hotel demand is returning to levels last seen in 2007. Supply isn't increasing much, it said, so look for hotels to raise their rates.

The trend began last year with USA Today, citing Smith Travel Research and Travelocity, reporting hotel rates up 3.5% in the top 25 U.S. markets in Fall 2010 compared to last year at the same time. The published report noted Marriott hadn't raised its rates in two years but did so in Q2.

When lodging rates are on the rise, it makes more sense than ever to have CCS perform a savings analysis for you. **A savings analysis will identify how your business can achieve an average savings of more than 20% per hotel room.**

About Cost Containment Specialists

Cost Containment Specialists is a national expense reduction firm that provides advisory services to organizations to assist them in reducing their indirect operating expenses. We engage Subject Matter Experts (SME) that have specific expense expertise in over 30 spend categories to analyze and negotiate our clients current and alternative vendors to realize savings greater than can be done internally. Since 1998, CCS has helped over 1,500 businesses and organizations find undiscovered cost savings. Our fees are success based, so you do not pay us until we produce savings.

For more information on how Cost Containment Specialists will reduce your operating expenses, contact:

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