



The team at Cost Containment Specialists would like to send warm wishes for a memorable holiday season to all of our clients, prospects and subject matter experts. As 2011 comes to a close, we have a lot to celebrate and even more to look forward to in 2012.

Throughout the past year, we have watched many of our clients deploy very successful savings initiatives. Validated savings success on the client level is a great measure of our achievement, and client accomplishments are our most extraordinary successes!

Internally, we have expanded our menu of consulting services, spend categories and capabilities to offer the most cost-effective and proven savings methods to increase our clients' profits.

As the holiday season approaches, we'd like to take this opportunity to thank you for your continued business. It is business associates like you who make our jobs a pleasure and keep our business successful.

We look forward to working with you in the coming year and hope our business relationship continues for many years to come.

All the best to you and your families for a wonderful holiday season and a safe and happy New Year!

Cost Containment Specialists Team

### ***Case Study***

**Pharmaceutical Contract Packaging Company Packs Away \$697,000 in Savings**



In these tough economic times, all businesses are struggling to cut costs. One pharmaceutical contract packaging company did just that. With \$11 million in annual spend reviewed, 600 employees and two primary locations, this company achieved a savings of \$697,000 annually.

We reviewed several areas of spend and was able to identify significant savings in categories such as janitorial/packing supplies, packaging/corrugated, printing and staffing. Over and above the compelling dollar savings, this company has enjoyed improved processes and customer service from their vendors as well as consolidation of vendors.

Our national supplier aggregation capabilities and unparalleled supplier negotiations produced results for this client in several other areas as well. Overall, there were 14 categories analyzed for a total of savings of \$697,000 annually.



The most significant savings were realized in the following areas:

- \$280,488 savings on packing supplies
- \$241,212 savings on printing
- \$120,654 savings on safety and janitorial supplies
- \$51,482 savings on temporary staffing
- \$24,752 savings on packaging/corrugated

Regardless of how large or small your organization, Cost Containment Specialists can help you add dollars to your bottom line and subtract budget concerns.

### **Case Study**

## **More Than \$244,000 in Savings for a Midwest Furniture and Appliance Retailer**



We recently completed a project for a top-50 chain of furniture and appliance stores in the Midwest for which we found more than \$244,000 in potential savings. This well-run group of stores has long held a reputation within its industry for efficient operations, so we knew it would be a challenging case.

We examined \$4.2 million of indirect expenses, ultimately negotiating with more than 90 incumbent and alternative suppliers. The most significant cost savings included more than 40% in office products and 70% savings found in long distance charges. Other areas of significant savings included printing, electric power, waste disposal and freight.

The assignment has also changed the way that the company plans to look at purchasing. Going forward, they have expressed an interest in having us seek competitive bids in other expense areas

as they come up for review.

Regardless of the size of your organization, if you're interested in saving money and containing costs, contact us for a no-obligation cost savings analysis. We can help your organization find additional savings, too.

## **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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