

**COST**CONTROLLER™

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## Benchmarking Your Business Overheads

Most businesses feel that they control their overhead costs well. These costs though not strategically important to the business do make up a large portion of their outgoing costs and any savings that can be found will immediately go on the bottom line. By creating and using the CostController service businesses can now enjoy large savings year on year and we invite you to do so.

CostController offers –

- ✚ A free overhead **comparison** service comparing how you currently buy against hundreds of other businesses
- ✚ Free access to over 25 **preferred deals** with some of the best quality business2business suppliers in the UK
- ✚ On going review of overhead costs providing you with continued **control** of these cost areas

This service has been operating for over 8 years and is used by over 400 law firms throughout the UK. On average the comparison service highlights and helps businesses achieve direct savings in excess of 20% in areas such as print, IT, office supplies, telecoms, mobiles, utilities, postage, packaging, banking, vehicle supply, vending, and janitorial supplies to name but a few.

More importantly it only requires minimal input from you and your staff to achieve these results!

## **Overhead areas covered**

Since its inception CostController has collated a knowledge bank of information on the quality of suppliers within the business2business sector and more importantly we hold over 5 years worth of price information that enables us to accurately benchmark your current supplier arrangements.

To enable easier access to those areas that interest you we have broken down these supply areas into the following sub-categories.

**Office, Site, & Environment** – office supplies, gas, electricity, print, packaging, work wear, transport, waste, recycling, refurbishment, furniture, storage, green solutions

**Technology & Communications** – telephone calls, land line rental & install, mobile phones, Blackberry, broadband, video & call conferencing, telephone systems, IT systems, IT hardware, IT support, data back-up, website design, Search Engine Optimisation, convergence

**Financial** – Business rate reviews, rent appeals, banking advice & review, outsourced cashiers, asset finance, funding, accountancy

**Exclusive Products** – access to the CostController “*Preview*” email service giving you first sight of new deals and exclusive offers as they are released.

The aim of the CostController team is to compare your overhead costs against the database of prices that we hold to show how well you are currently buying in these areas and highlight potential savings that could be made in each area.

## **The Process**

- ✚ You highlight areas of cost you want to be benchmarked
- ✚ We will collect the relevant information from your Accounts function
- ✚ We will analyse and benchmark your current expenditure
- ✚ All comparisons are on a "like-for-like" or "better than" basis
- ✚ A full report will be prepared for you detailing our findings
- ✚ If savings are available we will assist you in implementing them
- ✚ Once savings are in place we will constantly review prices on your behalf
- ✚ If you use a CostController preferred supplier we will implement further savings on an ongoing basis as our collective purchasing power increases
- ✚ All CostController preferred suppliers are fully vetted and approved before recommendation

**This whole process is at no cost to you.**

## **Preferred Suppliers**

The aim of the exercise in using CostController is to benchmark your current prices against those paid by other businesses. It can also highlight shortcomings of some of your existing supplier base, some that you are aware of and others that you are not.

The information that CostController supplies you with is yours to use as you see fit but we will always give you the option of working with our preferred suppliers where we can guarantee you will make savings that we will highlight.

Our preferred suppliers are fully vetted and through our working with them have proven themselves to each be some of the best business2business suppliers available to UK businesses.

They each provide high quality products or services backed by excellent customer services and of course the preferential price guarantee.

## Savings = Profit

The one thing that we and all the users of CostController have in common is that we all have greater profits because of it. All savings achieved by you or by using our preferred suppliers go onto your bottom line, and this means that for very little input from you and your staff you can generate savings equivalent to the following levels of sales, assuming a £5,000 saving was made –

| <b>Your Profit Margin</b> | <b>Equivalent Fee Income</b> |
|---------------------------|------------------------------|
| 15%                       | £33,333                      |
| 20%                       | £25,000                      |
| 25%                       | £20,000                      |
| 30%                       | £16,667                      |

## Contact Us

For further information, please contact **Andy McCorquodale**, Manager of CostController, on 0845 279 7667 or email him at [andy.mccorquodale@cost-controller.co.uk](mailto:andy.mccorquodale@cost-controller.co.uk)