




PROFIT MAXIMIZER



IMPROVE YOUR STANDARDS
REDUCE YOUR COSTS
MAXIMIZE YOUR PROFITS

PROCURE WITH CONFIDENCE



PROFIT MAXIMIZER ASSOCIATES CANADA

THE COST MANAGEMENT CHALLENGE

In a perfect world, your company's general, administration and non-core costs would be fully optimized and tightly controlled. Every dollar of expenditure adds value- you receive best possible price from every supplier in every cost category. Cost-effective management systems are in place to monitor cost performance and identify further opportunities to reduce the cost of doing business.

In reality, most companies fall short of this ideal scenario. While core costs may be under control, non-core costs generally receive less attention. Many companies end up overpaying by as much as 65% or more.

The nature of non-core spend, or 'indirects', means that your in-house procurement team face an almost insurmountable challenge.

- Hundreds of categories all requiring deep knowledge to procure effectively.
- Numerous stakeholders all with knowledge of their area but little specialized procurement insight.
- Hundreds of suppliers all selling to organizations with great skill and determination.

Few companies can retain all these skills in house.

HOW CAN PROFIT MAXIMIZER ASSOCIATES CANADA HELP

Partnering with Profit Maximizer Associates Canada ('PMAC') offers you a simple, efficient and cost-effective solution to key business and cost management challenges.

PMAC identifies "Profit Leaks" in your business expenses and improves the value received from suppliers of business products and services. PMAC is able to create significant cost savings by reducing overhead expenses without reduction in quality. With a huge spectrum of specialists constantly expanding their expertise across multiple sectors, we have the resources on-hand to deliver the results you need.

Maximizing procurement opportunities requires detailed, up-to-date knowledge across 100s of cost categories. Most organizations do not retain these skills in-house. PMAC can help. Over the last 10 years, PMAC has worked with over 60 Mid-Market companies to find average savings of over 45%. These savings led to improved profitability year over year.

"Our organization controls our major costs and reviews them constantly, however to leverage our cost savings initiatives and we retained PMAC to review several major non-core costs. We were pleasantly surprised with results. Savings were on average of 30% in the categories reviewed including instances where existing suppliers were retained. I would highly recommend PMAC to any company seeking to reduce costs "

-**CFO, S.A. Armstrong** - the largest pump manufacturing company and one of the "Top 50 Best Managed Companies" in Canada. S.A. Armstrong recently re-engaged the services of PMAC.

"PMAC ensured that our service and quality requirements were met while generating annual savings... they were able to uncover saving of over 50%. This was beyond our expectations. We have no hesitation in recommending them to any company interested in cost savings."

-**CFO, Gamma-Dynacare** - one of Canada's largest providers of laboratory services and solutions with 175 Patient Services Centres in Ontario, Quebec, Manitoba, Saskatchewan and Alberta.



THE PROCESS

PMAC takes an intelligent, holistic approach to reducing indirect costs and overhead expenses. We dedicate ourselves totally and solely to this process. Over the years, we have developed knowledge of policies, practices, strategies and tactics of the supplier markets, and can unravel these to your advantage.

The basis of our influence stems from four core attributes:

- **Time** - Many managers find it difficult to dedicate time and energy to the cost reduction process, particularly to those expense areas that PMAC specialize in. Cost reduction is PMAC's core business and all of our time is dedicated in reducing client costs.
- **Supplier Network**- We have established a qualified network of suppliers. While we do not act as brokers for these suppliers, many offer PMAC clients superb value simply because of PMAC's involvement.
- **Aggregated Buying Power** - Because we act on behalf of numerous organizations at any given time, we enjoy a level of buying power not normally available to most companies.
- **Professionals Analysts** - PMAC associates are highly skilled and trained in negotiation. Most of us have an accounting, engineering and management background.



"We engaged PMAC for a cost reduction review of some of our indirect costs. We were quite confident that we had the best rates in place; however PMAC helped us considerably reduce our costs whilst streamlining the services we received. PMAC were pleasant professionals and unobstructive in their approach. We would highly recommend them to companies looking at reducing their indirect costs. "

-VP Finance, Commissionaires-

Commissionaires is Canada's premier security company, offering a unique combination of integrity, experience and innovation. Commissionaires has 20,000 people all over Canada.

"We engaged PMAC to review our shipping costs to see if there was any room to reduce these costs... We switched suppliers, after careful review, and have been very pleased with the 40% savings PMAC was able to negotiate... Given the minimal risk involved, no fee if no savings are identified, we would recommend PMAC to anyone looking to negotiate savings for their business "

-CFO, Tilley Endurables, Worldwide apparel retailer.



THE RESULT

Over the last 10 years, PMAC has worked with over 60 Mid-Market companies to find average savings of over 45%. These are hard cash savings that can be isolated, banked and seen on the bottom line. PMAC's process has always been unobtrusive and requires little of the client's staff time.

Our aim has always been to make procurement deliver more. We've developed extensive expertise and proven approaches. But we want to go further – continuously improving and constantly innovating. Never satisfied with the status-quo, we strive to enhance our performance. And your results.

ZERO FINANCIAL RISK

At the very core of PMAC's beliefs is its compensation model - we only get paid on results. Period. **No Savings equals No Fee.**

Our recommendations are always based on thorough and unbiased investigations. Our singular goal is to provide cost reducing solutions to our clients while maintaining or enhancing the level of service.



THE PMAC ADVANTAGE

PMAC brings an objective, outside perspective that will challenge your thinking. We often scrutinize costs that have been overlooked for years or when internal purchasers believe costs cannot be reduced. What's more is our efforts will show both your employees and suppliers that you are serious about cutting expenses- staff become more cost conscious and suppliers more competitive.

Our results based fee structure means that we have a vested interest in achieving the best possible value for our clients – our livelihood depends on it. Importantly PMAC exerts a level of influence upon prices and markets that is not usually available to individual organizations.



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