

INCREASED SHAREHOLDER VALUE

The one thing that we and all the users of CostController have in common is that we all have greater profits because of it, and in turn this means greater shareholder value within your business. All savings achieved by you using CostController go onto your bottom line, and this means that for very little input you can increase your shareholder value by approximately three times the figure saved i.e. £10,000 saved could give a £30,000 increase in shareholder value.

HERE'S WHAT SOME OF OUR MEMBERS SAY

"We found CostController very useful. It saved my time in investigating areas of overhead where savings could be made. We have moved several things over to suppliers suggested by CostController, which have made us savings. Even if no savings are to be made, it is a good source to help aid us find suppliers." Hazel Whattam, Finance Director, Caterware Ltd

"We have made some significant savings as a result of using CostController, particularly in respect of stationery and office consumables. Importantly, the process was very straightforward and required minimal time on our part. We switched our spend to CostController's preferred supplier, realised the savings in the first few months and we have continued to enjoy those savings year on year."

Sam Marsden, Director, 360 Solutions (UK) Limited

"Controlling overheads is every bit as important as improving fee earning performance. CostController are experts at negotiating the very best prices from reputable suppliers. Cheap can be nasty, but CostController ensure it only negotiates with suppliers who provide a high quality of products and services."

John Mann, Practice Manager, Wrigley Claydon

CONTACT US

For further information, please contact a member of the CostController team:



Andy McCorquodale, Manager of CostController
Email: andy.mccorquodale@cost-controller.co.uk



Chris Flanagan, Business Development Manager
Email: chris.flanagan@cost-controller.co.uk

ABOUT HAND MORGAN & OWEN

Our firm, established in 1730, can help your business to thrive by providing expert, practical assistance and guidance in employment, commercial property, company, contract, debt collection, acquisitions, dispute resolution law and regulatory prosecutions. The firm also provides a range of private client services.

17 Martin Street, Stafford, ST16 2LF
Tel: 01785 211411 Fax: 01785 248573

3 Albion Street, Rugeley, WS15 2BY
Tel: 01889 583871 Fax: 01889 583777

Contact:



Nigel Pepper, Partner
Tel: 01785 211411
Email: npepper@hmo.co.uk



Jennifer Woodyard, Quality Manager
Tel: 01785 211411
Email: jwoodyard@hmo.co.uk

www.hmo.co.uk
E: info@hmo.co.uk

Hand Morgan & Owen Solicitors

BENCHMARKING YOUR OVERHEADS

Most businesses believe that they control their overhead costs well. These costs though not always strategically important to a business can make up a large portion of their outgoing costs and should any savings be found they would immediately go on their bottom line. By using the CostController service businesses can now enjoy substantial savings year on year with no cost attached to achieving those savings.

CostController offers:

- A free overhead **benchmarking** 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
- Contingency fee based reviews of **strategic areas** of expenditure within your business

This service has been operating for over 5 years now and on average 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! On average the total amount of your time required on this project would be 1 hour, so with savings of 20% this would be a profitable use of your time.

OVERHEAD AREAS COVERED

Since its inception CostController has collated a knowledge bank of information on the quality of suppliers within the business2business sector. 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 & installations, 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.

AT NO COST TO YOU

PREFERRED SUPPLIERS

As well as providing savings, CostController 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 approved. They have proven themselves to be some of the best business2business suppliers available.

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

THE PROCESS

- You highlight areas of cost you want to be reviewed
- We will collect the relevant information from your Accounts function
- We will analyse 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