

Cost Savings Firm Delivers \$260,000+ Christmas Present to Michigan Manufacturer

By Max Friar, Alliance Cost Containment

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Following a thorough examination of the company's annual expense detail, Alliance Cost Containment helped generate more than \$260,000 in annual cost savings in fasteners, MRO, office products, telecom, freight, payroll service & temporary staffing.

Grand Rapids, MI-based Alliance Cost Containment recently completed a successful cost-savings engagement with a recognized Western Michigan-based equipment manufacturer. This client has multiple facilities and and gross sales between \$75-\$100MM. Following a thorough examination of the company's annual expense detail, ACC helped generate more than \$260,000 in annual cost savings from both incumbent and alternative suppliers.

The most significant savings were achieved in the following areas:

\$87,000 cost savings in fasteners & MRO supplies

\$27,500 cost savings in office products

\$25,700 cost savings in telecommunications

\$73,000 cost savings in LTL freight

\$10,500 cost savings in payroll processing services

\$36,100 cost savings in temporary staffing services

According to Nancy Stanton, principal of Alliance Cost Containment, "Our experience with the client has been very positive. I am happy to say that we took less than 4 hours of their staff's time throughout the duration of their supplier negotiations. We also assisted in identifying areas where consolidating suppliers will be beneficial to the client. Plus, the entire company gained by leveraging ACC's vendor buying power and national contracts."

With the help of Alliance Cost Containment, the company made a top-down commitment to reduce costs even if it entailed changing long-standing vendor relationships. ACC's proven methodology has saved significant dollars and enhanced profits for manufacturers, service companies and not-for-profit organizations across the country.

Each highly qualified ACC professional works closely with its clients to not only deliver quantifiable expense reductions, but to also become a trusted professional advisor to purchasing managers and buyers. The goal is to build a lasting relationship with our clients based on integrity, honesty, and professionalism.

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Alliance Cost Containment is a Michigan-based expense reduction and cost containment firm focused on reducing expenses for organizations related to commonly purchased items: freight, telecom, office supplies, MRO, janitorial, packaging, printing, and more.

Category Finance, Manufacturing, Services

Tags Expense Reduction, Cost Savings, Cost Containment, Purchasing, Cost Control, Cost Management

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