

## Special Australian Offer - May & June 2009

### ‘Find Hidden Profit in Your Business’

at no direct cost to you!

#### 1. The Offer

Cost Management Specialists (CMS) undertake to ‘Find the Hidden Profit in Your Business’ at no direct cost to you. Our fees are funded solely from savings you achieve from our work.

The time demands on you and your staff are minimal.

#### 2. Your Return on Investment

The financial returns to you are significant with NO RISK for you.

Project Areas	5	5	5	5	5
Annual Expenditure	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Savings Percentage	10%	12.5%	15%	17.5%	20%
Gross Savings Year 1	\$100,000	\$125,000	\$150,000	\$175,000	\$200,000
Year 2	\$100,000	\$125,000	\$150,000	\$175,000	\$200,000
Year 3	\$100,000	\$125,000	\$150,000	\$175,000	\$200,000
<b>Total Gross Savings</b>	<b>\$300,000</b>	<b>\$375,000</b>	<b>\$450,000</b>	<b>\$525,000</b>	<b>\$600,000</b>
<b>Net Return to You</b>	<b>\$262,500</b>	<b>\$337,500</b>	<b>\$412,500</b>	<b>\$487,500</b>	<b>\$562,500</b>

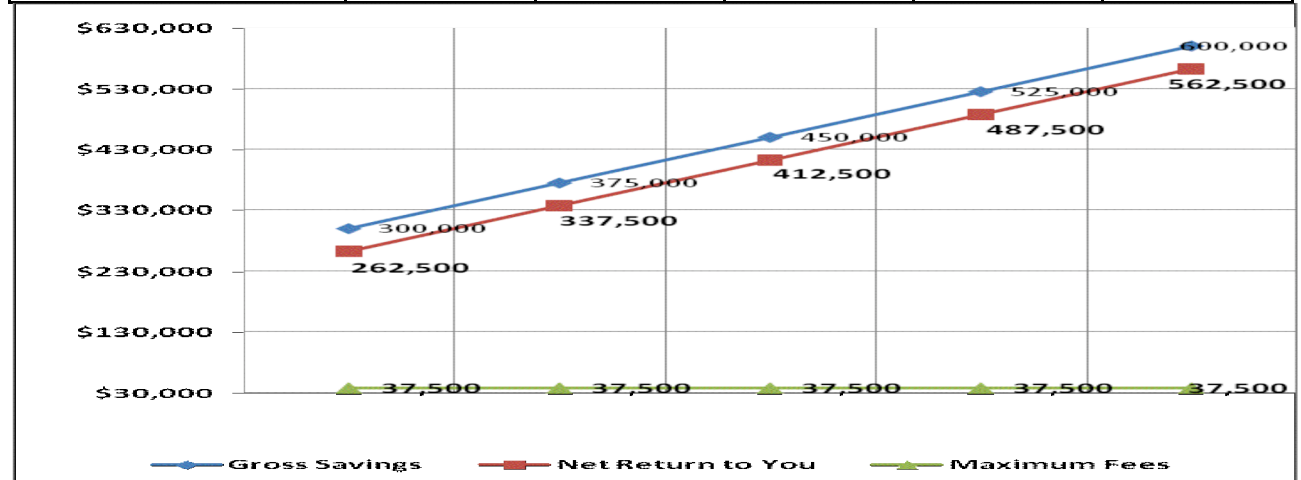


Figure 1 Actual Savings based on Annual Expenditure of \$1m and savings between 10% - 20%.

**Remember** - For each day you delay, based on 10% savings on \$1,000,000 of annual expenditure, you are currently foregoing savings of:

**\$276/day                      \$1923/week                      \$8,333/month                      \$100,000/year.**

**These are YOUR HARD \$\$\$\$ that YOU could be investing in:**

- rewarding yourself for effort;
- funding priorities you currently think are not possible;
- retaining valuable staff;
- growing your business;

#### 3. How will Cost Management Specialists achieve savings?

We are Cost Management Specialists. We believe in cost management with a strategic focus not simply cost reduction for the sake of it.

We have a sixteen (16) year track record of success in ‘manufacturing profit’ for clients including ‘not for profits’. We use a number of cost management philosophies including:

- Lean Thinking
- The Theory of Constraints
- Value Management
- Find the Hidden Profit

CMS also understand how to achieve value in the competitive market. We focus on quality to exceed competitive benchmarks. We only invite tenders from proven suppliers and always give incumbent suppliers the opportunity to provide more competitive pricing.

CMS will review your existing expenditure to achieve target savings of 10%+ while maintaining quality. Savings will be from one or a combination of options listed below:

Process Improvement	Improved Quality	Lower cost per unit
Waste Minimisation	Less Down Time	Increased Working Capital

#### **4. How long does it to improve your cashflow?**

Contact John Cleary on 0411522521 to meet within five working days and agree the project scope, stakeholders, process and time lines. We commence once a Service Agreement is signed.

With your support at vital stages, it will take approximately five (5) weeks from commencement to implementation of initiatives to achieve a higher return on your current cost investment.

#### **5. The Cost & Payment**

CMS undertake that our service in ‘Finding the Hidden Profit’ in your business will be cost neutral in the first year. The added benefit to you is the 100% of ongoing savings in subsequent years.

CMS will validate annual expenditure in your nominated areas before and three (3) months after implementation of recommended changes.

CMS cap fees at a daily rate and charge a maximum of five days for each nominated area.

CMS will negotiate a payment scheme to:

- enhance your cashflow within three months and
- ensure our costs are paid from the results we achieve.

If you are in **danger of insolvency**, contact John Cleary on 0411 522 521 for a confidential discussion.

#### **6. The Conditions**

- You are based in a major Australian City with annual expenditure \$7.5m+.
- You nominate total annual expenditure of \$500,000+ for review in up to five areas.
- The nominated areas have not been reviewed in the past twelve (12) months;
- The nominated areas are not subject to contract beyond the next three (3) months;
- You generally have a track record of paying suppliers in accordance with commercial terms;
- You facilitate access to essential information from key staff and suppliers;
- You reciprocate our demonstration of ethical conduct and the principles of partnership.

#### **7. Tenders - No Kick Backs**

Tenders are the most open and accountable way of negotiating the supply market on your behalf and getting the best results for you. Cost Management Specialists have excellent tendering skills and invest the time required to source quality suppliers who are interested in winning your business.

CMS use the following Tender evaluation criteria, developed over the past sixteen (16) years, to ensure quality at a competitive price:

Service,                      Quality,                      Price,                      Information,  
Expertise,                      Integration,                      Innovation,                      ‘Fit’.

Cost Management Specialists have never received any third party income. We remain 100% objective in working on your behalf. See our **Code of Conduct** at [costms.com.au/ethical\\_conduct.php](http://costms.com.au/ethical_conduct.php)

### **8. Who have CMS manufactured profit for?**

Alcoa	Anglican Aged Care	Australia Post
Australian Institute of Management	Australian Leisure & Hospitality	Australian Veterinary Association
Australian Wheat Board	AXA Australia	BASF
Belgravia Group	Benevolent Society Of NSW	Bostik Findlay
BSFG Retail	Caterpillar Asia Pacific	CEO Institute
Caterpillar Finance	Chamber Commerce & Industry WA	Coca Cola Amatil
Coles Myer	City of Melbourne	City of Port Phillip
Como Shopping Centre	Country Racing Victoria	CPA Australia
CSIRO	Deakin University	Diners Club International
Draeger Medical Instruments	Early Childhood Management Services	Elders Bank
Ericsson	European Aluminium Australia	European Window Company
Forest Products Commission (WA)	Fosters Group Ltd	Fujitsu Australia
Greening Australia	Greening Australia - Victoria	Holmesglen TAFE
Heidelberg	Honda Australia	Huntsman Chemicals
Immigration & Multi Cultural Affairs	Institute of Chartered Accountants	Invocare
K-Mart Tyre & Auto	Lander & Rogers Solicitors	La Trobe University
Linak	Mt Eliza Business School	Marcus Evans
Mono Pumps	MS Society (Vic & Qld)	Multiple Services
MYOB	National Australia Bank	National Community Titles Institute
National Forge	Next Wave Festival	Nigerian Institute Of Cost Management
Otways Health & Community Services	Oxiana	Plan International
Powercor	Prescare	Public Libraries - Victoria
Qiagen	RA Printing	Racing Victoria
Retirement Villages Association	Salvation Army	Shell Australia
RSPCA	State Library of Victoria	Sunraysia Group Training
Superpartners	Sustainability Victoria	Swann Insurance
Swinburne University	Tattersalls	Telstra
TME Group	Training Dimensions	Tourism Commission(WA)
Uniting Church	Vencorp	Victorian Insurance Authority
Ward Financial Group	YWCA (Vic & Sydney)	Zoos Victoria