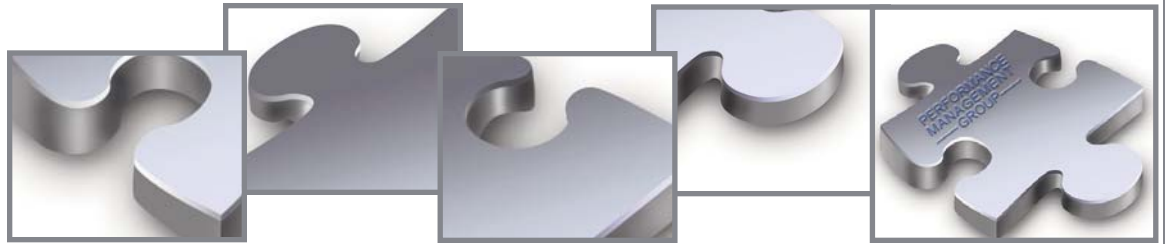


About Performance Management Group

PERFORMANCE MANAGEMENT GROUP

Innovative Purchasing
Solutions



Does Your Organization Face These Purchasing Challenges?

Constant Price Escalations	<input type="checkbox"/> Yes <input type="checkbox"/> No	Lack of Pricing Benchmarks	<input type="checkbox"/> Yes <input type="checkbox"/> No
Broad Supplier Base	<input type="checkbox"/> Yes <input type="checkbox"/> No	Unwritten Purchasing Policies	<input type="checkbox"/> Yes <input type="checkbox"/> No
Frequent, Expensive Spot-buying	<input type="checkbox"/> Yes <input type="checkbox"/> No	No Standardized List of Supplies	<input type="checkbox"/> Yes <input type="checkbox"/> No
Decentralized Purchasing Authority	<input type="checkbox"/> Yes <input type="checkbox"/> No	High Employee Turn-over	<input type="checkbox"/> Yes <input type="checkbox"/> No
Lack Trained Purchasing Resource	<input type="checkbox"/> Yes <input type="checkbox"/> No	Lack of Supplier Audits	<input type="checkbox"/> Yes <input type="checkbox"/> No

If you answered yes on three or more questions PMG can help your organization prosper.

Performance Management Group (PMG), a supplier independent Twin Cities based Purchasing Services Provider (PSP) was founded in 1992 to improve purchasing processes, optimize suppliers, reduce costs and transform business efficiencies; all resulting in improved operational performance and increased profits. As a leading PSP, we offer results-oriented, experienced purchasing professionals with extensive national, regional and local expertise in 100+ operating expense categories of supplies, services and equipment. Our list of satisfied clients includes some of the largest single store, multi-location, and mega clients in the nation.

PMG Delivers Innovative Purchasing Solutions That Generate Measurable Results and Process Efficiency.

- ▶ “Best in Class” pricing
- ▶ Immediate price reduction
- ▶ Centralized purchasing management & control
- ▶ Improved employee focus
- ▶ Improved policies, processes and controls
- ▶ High performing suppliers
- ▶ Supply base reductions
- ▶ Accessible information 24/7
- ▶ Supplier audits
- ▶ Clients focus on core business

Sustainable Cost Reductions in 100+ Operating Expense Categories Including:

- ▶ Credit Bureaus
- ▶ Check Processing
- ▶ Insurance
- ▶ Glass & Installation
- ▶ Lubricants & Fluids
- ▶ Uniforms & Laundry
- ▶ Janitorial Supplies
- ▶ Information Services
- ▶ Office Supplies
- ▶ Advertising
- ▶ Credit Card Processing
- ▶ Vehicle History Reporting
- ▶ Lighting Services
- ▶ Shop Supplies
- ▶ Employee Drug Screens
- ▶ Janitorial Services
- ▶ Printed Materials
- ▶ Office Equipment
- ▶ Telecom & Cell Phones
- ▶ And Many More

About Performance Management Group

Innovative Purchasing Solutions

Purchasing Solutions Flexible Enough To Meet The Needs Of Any Client.

PMG offers solutions to match any purchasing strategy. We listen to the needs of our clients and implement a solution that matches the clients needs and objectives. Clients may select purchasing solutions that offer immediate short-term tactical results or a more comprehensive strategic solution that offers sustainable long-term results.

Our highly qualified team of sourcing specialists, auditors, and client service managers help organizations procure supplies, services and equipment more efficiently and cost effectively than they can typically do themselves.



Client Benefits

- ▶ Leveraged Purchasing Power
- ▶ Improved Employee Productivity
- ▶ Policy Compliance
- ▶ Optimized Supplier Base
- ▶ Purchasing Policies & Control
- ▶ Information Available 24/7
- ▶ Process Simplification
- ▶ Hard Dollar Cost Reductions
- ▶ More

What Our Client's Have To Say About PMG . . .

- ▶ "PMG's target was to save the Phil Long Dealerships \$300,000 gross over a year. "I challenged them to get us to \$700,000 and I think they'll crack \$800,000 before our contract year is up."
– Gary Fentiman, CFO
Phil Long Dealerships
- ▶ "Between the challenges of selling vehicles in poor economic times and facing increased expenses for doing business in a competitive industry, it is difficult to maintain a proactive purchasing process in order to insure we get the best deals for products and services we require. After 12 months of partnering with PMG we have received more than \$179,000 in recommended savings and a supplier reduction of more than 37%. "
– Mark Eddins, President
Friendly Chevrolet
- ▶ "We have measurable cost reductions of 21% and we have reduced our supplier base by nearly 40%. Their focus on process simplification has led to increased employee productivity as well. Their approach is professional, timely and dependable."
– David Roen, GM
Saturn of St. Paul, Rydell