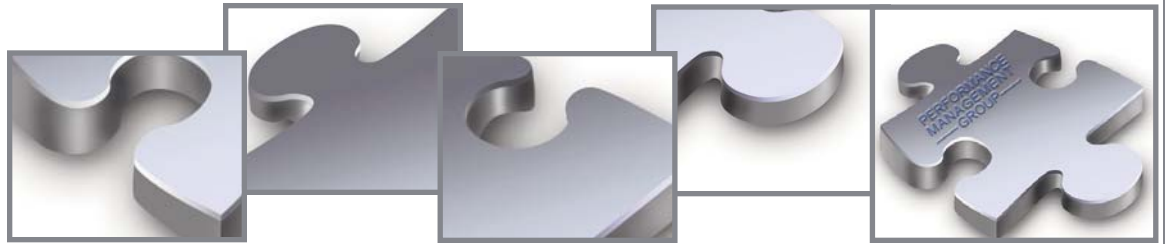


# Extensive Expense Category Experience

## PERFORMANCE MANAGEMENT GROUP

Innovative Purchasing  
Solutions



Organizations purchase parts, supplies and services in over 100 categories. Performance Management Group (PMG), combines a proven purchasing process with our expense category expertise to reduce costs, optimize the supplier base and simplify business processes for all purchase categories – all resulting in improved performance and profitability.

- ▶ Advertising - Internet
- ▶ Advertising - Magazine
- ▶ Advertising - Print
- ▶ Auto Auction Fees
- ▶ Auto Rentals
- ▶ Auto, Aftermarket Accessories
- ▶ Auto, Aftermarket Services
- ▶ Auto, Batteries
- ▶ Auto, Consumable Parts
- ▶ Auto, Glass & Installation
- ▶ Auto, Parts, Non OE
- ▶ Auto, Tires
- ▶ Body Shop Repair Services
- ▶ Body Shop Supplies & Materials
- ▶ Business Services
- ▶ Call Marketing
- ▶ Car Wash Chemicals
- ▶ Cell Phones
- ▶ Check Processing
- ▶ Computer Hardware
- ▶ Courier Services
- ▶ Credit Bureaus
- ▶ Credit Card Processing
- ▶ Dealer Management Systems
- ▶ Detailing Supplies
- ▶ Employee Benefits
- ▶ Fire Safety & Monitoring
- ▶ First Aid
- ▶ Food Services
- ▶ Fuel
- ▶ Insurance - Health
- ▶ Insurance - Property & Casualty
- ▶ Insurance - Workers Comp
- ▶ Insurance - Life
- ▶ Internet Sites
- ▶ IT Services
- ▶ Janitorial Services
- ▶ Janitorial Supplies
- ▶ Key Track Systems
- ▶ Landscape Services
- ▶ Lubricants and Fluids
- ▶ Maintenance - Car Wash
- ▶ Maintenance - Door Services
- ▶ Maintenance - HVAC
- ▶ Maintenance - Plumbing/Drains
- ▶ Marketing Mgmt. Programming
- ▶ Marketing Products
- ▶ Marketing Services
- ▶ Mobile Car Wash
- ▶ Music & Messaging Systems
- ▶ Nitrogen
- ▶ Office Equipment
- ▶ Office Furnishings
- ▶ Office Supplies
- ▶ Payroll Services
- ▶ P-card Processing
- ▶ Pest Control Services
- ▶ Prescription Services
- ▶ Printed Materials - Forms
- ▶ Printed Materials - Other
- ▶ Printed Materials - Packaged Goods
- ▶ Promo
- ▶ Record Management
- ▶ Retirement - 401K
- ▶ Security Patrols
- ▶ Security Systems (Electronic)
- ▶ Shop Supplies - Hardware
- ▶ Shredding
- ▶ Signage
- ▶ Software
- ▶ Telecom Maintenance
- ▶ Telecom - Who's Calling
- ▶ Telephone Systems
- ▶ Temporary Help
- ▶ Tire and Wheel
- ▶ Toner & Ink
- ▶ Tooling
- ▶ Towing
- ▶ Transport., Auto Specialized
- ▶ Transportation, LTL & TL
- ▶ Transportation, Small Package
- ▶ Travel
- ▶ Uniforms
- ▶ Vehicle History Reports
- ▶ VOIP
- ▶ Waste & Recycling
- ▶ Waste - Hazardous
- ▶ And Many More

# Key Expense Category Client Results

Innovative Purchasing Solutions

Expense Category	% Savings	% Reduction In Suppliers
Office Supplies	25.29%	65.55%
Check Processing	40.27%	20.00%
Credit Card Processing	9.81%	19.61%
Printed Products	28.45%	66.04%
Uniform & Linen Services	23.08%	0.00%
Telecom	37.61%	51.81%
Credit Bureaus	27.88%	38.78%
Insurance, Property/Casualty	25.47%	0.00%
Janitorial Services	27.43%	27.27%
Marketing - Direct Mail	42.85%	14.29%
Lubricants and Fluids	9.39%	25.00%
Maintenance - Car Wash	44.13%	0.00%
Janitorial Supplies	27.93%	68.67%
Telecom – Cell Phones	27.12%	4.55%
Shop Supplies	17.21%	64.41%
Hazardous Waste	50.06%	19.35%
Miscellaneous	4.31%	11.11%
Vehicle History Reporting	64.79%	0.00%
Waste & Recycling	22.82%	18.52%
Office Supplies - Toners	83.77%	72.41%
Records Management	62.62%	66.67%
Body Shop Paint & Supplies	13.45%	0.00%
Auto Parts - Non Original	7.95%	76.47%
Office Equipment & Postage	15.65%	15.38%
Spot Buys	15.03%	0.00%
Maintenance - HVAC	30.56%	45.45%
Auto Rentals	8.57%	0.00%
Maintenance - Lighting	20.41%	47.62%
Auto Aftermarket Accessories	10.31%	50.00%
Insurance - Work Comp.	11.19%	0.00%
Auto Parts - Glass	21.07%	37.50%
Detail Supplies	9.53%	35.71%
Advertising - Internet	6.05%	0.00%
Telecom - Systems	14.14%	50.00%
Transportation - LTL	17.50%	50.00%
Auto Parts - Tires	2.66%	63.64%
Utility Services and Audit	10.48%	0.00%
Fuel	1.38%	15.38%
Security - Video Surveillance	28.83%	0.00%
Towing	14.08%	33.33%
Auto Parts	13.22%	0.00%
Food Services	12.60%	25.00%