

Financial Services



Property Management & Real Estate



Restaurants & Hospitality



Automotive



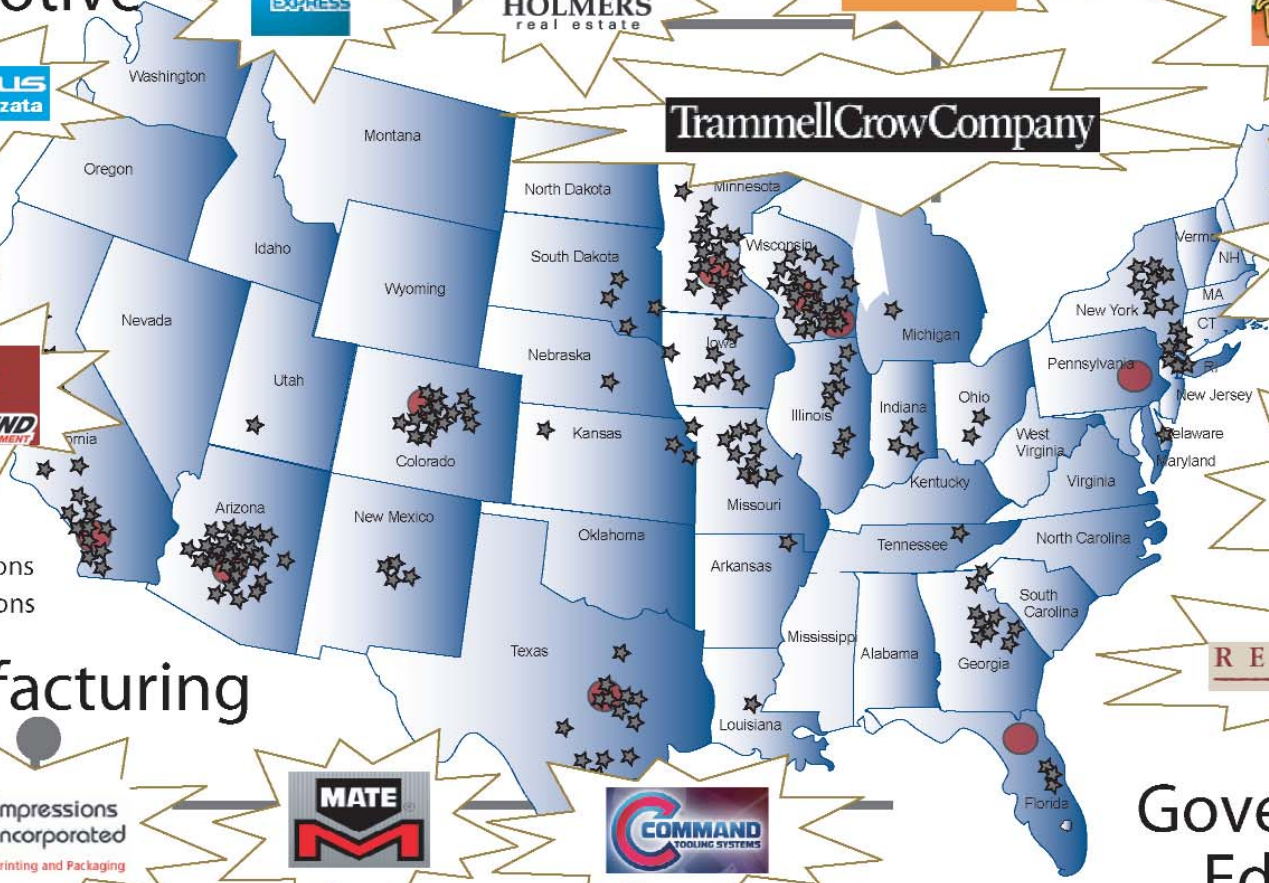
Retail



Government & Education



★ Client Locations
● Office Locations



StrategicSource's Client References

Dealer Client	State	Contact and Title	Telephone
Aspen Equipment Company	MN	Steve Sill, President	952-888-2525
Impressions Inc.	MN	Mike Jorgenson, President	651-646-1050
Nystrom Building Products	MN	Scott Sustacek, President & CEO	763-488-9229
Redstone Grill	MN	Dean Vlahos, Owner	952-745-0333
Lexus of Wayzata & Maplewood	MN	Robert Katz, General Manager	952-476-6111

Does Your Organization Face These Purchasing Challenges?

- Constant Price Escalations Yes No
Broad Supplier Base Yes No
Frequent, Expensive Spot-buying Yes No
Decentralized Purchasing Authority Yes No
Lack Trained Purchasing Resource Yes No

- Lack of Pricing Benchmarks Yes No
Unwritten Purchasing Policies Yes No
No Standardized List of Supplies Yes No
High Employee Turn-over Yes No
Lack of Supplier Audits Yes No

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

Cost Reduction Services Flexible Enough To Meet The Needs Of Any Client.

StrategicSource™, 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.

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

StrategicSource
Innovative Purchasing Solutions

Purchasing Solutions Flexible Enough To Meet The Needs Of Any Client

StrategicSource 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 StrategicSource . . .

- ▶ "Great work on generating cost savings for our organization!"
– Martin O'Dowd, President & CEO
Famous Dave's of America
- ▶ "StrategicSource'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
- ▶ "Our company will become much more competitive with great turn-around times and competitive costs with the new processes that StrategicSource has provided to us. With the payables assessment, I believe we have more opportunities to reduce costs than we have resources available . . . we will have to prioritize our cost reduction efforts."
– Steve Krueger, Buyer
Nystrom Building Products
- ▶ "StrategicSource has saved us thousands of dollars a year by negotiating pricing and supplier contracts."
– Tom Weed, Controller
Saturn of St. Paul

StrategicSource™ – Offering Key Expense Category Client Results

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%



Clients Results With StrategicSource™

- ▶ 23% Average Cost Reductions
- ▶ 40% Average Supply Base Reductions
- ▶ \$12 MM in Recommended Savings in 2008
- ▶ \$150 MM in Spend Under Management in 2008
- ▶ Category Best Practices and Process Improvements
- ▶ Experience in Over 100 Indirect Expense Categories

After one year of working with StrategicSource, the results speak for themselves. We completed 12 expense categories that produced recommended cost savings of \$232,730 or a 9.5% reduction in overall spend on those categories. The purchasing policies, procedures and controls we implemented provided the structure and the the StrategicSource sourcing process ensured that immediate expense reductions. best-in-class pricing and business terms were met.

-- Julie Sobierajski, Purchasing Manager
Anderson Automotive Group

StrategicSource™, a supplier independent Purchasing Services Provider (PSP) was founded in 1992 to help organizations reduce costs, optimize their supplier base and simplify business processes. With expertise in over 100+ expense categories and numerous vertical markets, we can help your organization reduce indirect expenses immediately.

Contact us today for a no-charge Quick View Assessment and quotation at 952-887-2800 or by Email @ Sales@strategicsource.com. Visit our website at www.strategicsource.com.

StrategicSource
Innovative Purchasing Solutions

Extensive Expense Category Experience

Organizations purchase products, supplies and services in over 100 categories. StrategicSource, 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 - Pkgd. 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

Integrated Purchasing Service – A Low Cost Purchasing Service to Reduce & Control Indirect Expenses

Organizations today must find new ways to reduce costs and do so with fewer available resources to remain competitive.

StrategicSource's™ **Integrated Purchasing Service** is a low cost, subscription-based purchasing solution that provides a complete Purchasing Department **on demand** without adding internal resources. Our Certified Suppliers provide "Best In Class" pricing to reduce costs and simplify your processes. Custom **purchasing policies, approval limits, and approval processes** will provide control of indirect expenses. Our web-based technology, available 24/7, provides password controlled access to supplier information, contracts, letter templates and much more.

StrategicSource's Low Cost Integrated Purchasing Service Provides the Following Benefits:

- ▶ **Reduced Pricing in 15 Expense Categories**
- ▶ **Nationally Recognized Suppliers**
- ▶ **Access to Over 100 Expense Category Solutions**
- ▶ **Organization of Contracts and Supplier Information**
- ▶ **Standardization of Supplies and Services**
- ▶ **Positive ROI in Just Weeks**
- ▶ **Rapid Implementations**
- ▶ **Very Low Cost**



Does Your Organization Currently Face These Business Challenges?

- Top Line Sales Are Down
- Profit Levels Are Shrinking**
- Increased Workload With Fewer Resources**
- Direct & Indirect Costs Are Increasing
- Little Time To Focus On New Initiatives
- Constant Supplier Price Escalations

Clients Results With StrategicSource™

- ▶ **23% Average Cost Reductions**
- ▶ **40% Average Supply Base Reductions**
- ▶ **\$12 MM in Recommended Savings in 2008**
- ▶ **\$150 MM in Spend Under Management in 2008**
- ▶ **Category Best Practices and Process Improvements**
- ▶ **Experience in Over 100 Indirect Expense Categories**

StrategicSource™, a supplier independent Purchasing Services Provider (PSP) was founded in 1992 to help organizations reduce costs, optimize their supplier base and simplify business processes. With expertise in over 100+ expense categories and numerous vertical markets, we can help your organization reduce indirect expenses immediately.

Contact us today for a no-charge Quick View Assessment and quotation at 952-887-2800 or by Email @ Sales@strategicsource.com. Visit our website at www.strategicsource.com.

Executive Tools Login Page for Integrated Purchasing Service

StrategicSource
Innovative Purchasing Solutions

StrategicSource™ Serves Clients in the Following Markets and Expense Categories:

- ▶ Automotive Dealerships
- ▶ Retail
- ▶ RV Motorcycle, Boat Dealerships
- ▶ Manufacturing
- ▶ Restaurants
- ▶ Non-Profits

Integrated Purchasing Service - Certified Category Options

Clients select 15 categories from a list of 40 Certified Category options for a low monthly subscription fee.

Need	Certified Category	Average Results	Need	Certified Category	Average Results
	Auto Parts	13.2%		Maintenance Door Services	27.3%
	Background Checks	8.1%		Maintenance HVAC Services	31.5%
	Body Shop Supplies	14.9%		Maintenance & Lighting	19.1%
	Cell Phone Services	26.6%		Maintenance Parking Lot	2.8%
	Check Processing	37.1%		Office Equipment	25.7%
	Computer Products	6.5%		Office Supplies	26.4%
	Courier Services	5.1%		Printed Materials	28.9%
	Credit Bureaus	24.9%		Promotional Products	9.6%
	Credit Card Processing	10.8%		Payroll Services	39.5%
	Detailing Supplies	16.8%		Printed Materials	28.9%
	Fire Safety monitoring	8.1%		Promotional Products	9.6%
	First Aid Products	26.1%		Purchasing - Reward Cards	10.5%
	Food & Beverage Services	20.8%		Records Management	62.9%
	Glass & Installation	15.7%		Security Services	6.6%
	Hazardous Waste Disposal	27.2%		Shredding Services	12.1%
	Janitorial Services	27.6%		Shop/MRO Supplies	25.5%
	Janitorial Services - Window	27.5%		Temporary Help	9.4%
	Janitorial Supplies	26.1%		Transportation - Small Packages	18.2%
	Lubrcants & Fluids	17.6%		Uniforms & Laundry	24.5%
	Lubrcants - Flush Kits	21.2%		Vehicle History Reporting	51.5%

Specialized Expense Categories

The following specialized categories are sourced on a per project basis - pay only for what you need.

Need	Certified Category	Average Results	Need	Certified Category	Average Results
	Advertising Print	5.7%		MRO Supplies	25.4%
	Advertising - Internet	5%		Office Furnishings	6.6%
	Auto Rentals	14.3%		Outdoor Services	10.8%
	Auto Tire Programs	2.7%		Packaging	12.3%
	Banking Supplies	11%		Packaging - To Go Supplies	21.2%
	Business Services	14.5%		P.O.S. Supplies	26.4%
	Carpet Cleaning Services	21.6%		Raw Materials	3.2%
	Drain & Pump Services	8.8%		Signage	6.2%
	Employee Benefits	5.2%		Store Fixtures	12.2%
	Gift Cards	3.3%		Telecom	37.3%
	Human Resource Services	14.2%		Telephone Systems	14.1%
	Information Services (DMS)	4.4%		Tooling	26.4%
	Insurance - Health	2.4%		Tooling & Equipment	10.5%
	Insurance - Life	8.2%		Transportation	6.2%
	Insurance - Property & Casualty	18.8%		Transportation -LTL	18.3%
	Internet Services	16.8%		Travel	7.2%
	Janitorial Services	27.6%		Utilities	10.5%
	Key Tracking Systems	6.5%		Waste & Recycling Services	20.5%
	Landscape Services	16.2%		Window Cleaning	27.5%
	Marketing Services	4.3%		Average Category Results	23%

StrategicSource™ Purchasing Spend & Analysis (PSA) Identifies Cost Savings

Designed for the client who is interested in a review of cost reduction and purchasing process improvement opportunities across the organization. StrategicSource's PSA is designed to identify spend in up to 100 expense categories, then provides a systematic plan to reduce costs in each category. The PSA is a five (5) step process that can be completed in as little as three to four weeks to allow for immediate cost-reduction.

1. A Complete Purchasing Gap Analysis Including a Review and Analysis of Your Organization's:

- ▶ Purchasing Approach
- ▶ Commitment Authority & Administration
- ▶ Expense Category Objectives & Performance Measures
- ▶ Purchasing & Supply Chain Management Expertise
- ▶ Purchasing Policies & Controls
- ▶ Pricing, Terms & Rebates
- ▶ Item Standardization & Usage Reporting
- ▶ Auditing & Reporting Practices

2. Identify Expense Category Owners, Contracts, Preferred Supplier and Requirement Needs

3. Code, Classify & Analyze A/P Spend Information Into The Following Pre-Defined Expense Categories

- ▶ Financial Services (Check Processing, etc...)
- ▶ Office Services & Supplies
- ▶ Facilities Services
- ▶ Telecom and Communication Services
- ▶ Automotive
- ▶ Manufacturing

4. Analyze Unit Pricing & Contracts (Pull Invoices, Copy, Review and Compare Client's Last Price Paid For 8-10 Expense Categories Against Our Benchmark Market Pricing for Similar Items/Services

5. Client Provided With a Comprehensive Purchasing & Spend Analysis That Summarizes Findings of Above, Including Cost Savings Recommendations & Process Improvements



*Quit flushing your money down the drain!
Identify Cost Reduction Opportunities Today.*

2008 Clients Results With StrategicSource™

- ▶ 24% Average Cost Reductions
- ▶ 40% Average Supply Base Reductions
- ▶ \$17 MM in Recommended Client Savings
- ▶ \$150+ MM in Spend Under Management

Clients Benefits With StrategicSource™

- ▶ Detailed Expense Category Spend Analysis
- ▶ Unit Price Comparisons Using Your Last Price Paid
- ▶ Immediate Price Reductions
- ▶ Supply Base Reductions
- ▶ Supplier Audits Available
- ▶ Improved Purchasing Policies and Controls
- ▶ Purchasing Best Practices & Process Improvements
- ▶ Experience in Over 100 Indirect Expense Categories
- ▶ Clients Focus on Core Business
- ▶ Improved Operational Performance and Profitability

Contact us today for a no-charge Quick View Assessment and quotation at 952-887-2800 or by Email @ Sales@strategicsource.com. Visit our website at www.strategicsource.com.

StrategicSource
Innovative Purchasing Solutions

StrategicSource™ Purchasing & Spend Analysis

Our knowledgeable team of purchasing professionals guide clients in gathering expense category spend, requirements, contract and last price paid information. Experienced StrategicSource sourcing personnel will then source and qualify potential suppliers for selected expense categories. Upon completion of the quoting and negotiation process, clients receive expense category recommendations which they may implement to reduce costs.

StrategicSource™ Telecom Category Recommendation					
CRP Background Information					
Date:	9/25/2008	Client:	XYZ Auto	Category:	Tele-Cell(TE-C)
Cat. Owner:	John Doe	CSM/S.Spec:	PMG Personnel	CRP ID#:	1588
Current Supplier(s): Sprint & Verizon					
Client Category Objectives:					
XYZ Auto wants to implement a local cell phone plan only for all non-executives in the company.					
Client Category Strategy					
RFG:	X	Renegotiate:		NewSpec./Other:	
PMG Recommendation					
Client Benefits					
Area of Benefit	Previous	Proposed	# Change	% Change	
Spend - FIRST YEAR Cost Savings	\$195,311	\$108,233	\$87,077	45%	
Spend - SECOND YEAR Cost Savings	\$195,311	\$129,880	\$65,430	34%	
Spend - TOTAL 2-YR Cost Savings	\$390,621	\$238,113	\$152,508	39%	
Supply Base Reduction	2	1	1	50%	
Other Benefits					
Avoid Directory Assistance calls (\$1.79 per call) by using one of the following methods:					
• Use Google Text to look up information. For users with a text plan it's included. Without a text plan it's \$0.15.					
• Use your cell phone internet access to look up information.					
• Call 1-800-FREE411, this is a company that provides 411 information after listening to just a few short ads.					
New Devices:					
• Eligibility for new phones is based upon the individual contract status of each user and the date on which the user last had a phone upgrade.					
• Phone lines with expired contracts are eligible for new flip phones, or discounted PD A's. Discounts are only available at the time of new service or at future contract renewals.					
Key Assumptions					
• Sprint termination fees are \$200 per line. PMG assumes that any phone line expiring by the end of 2008, can be allowed to expire (as opposed to paying a termination fee). Thus termination fees for lines with 2008 expiration dates are referenced as zero termination fee.					
• Savings are based on volume from the billing account, not the individual handset user, and require the recommended changes taking place. However, even when all recommended changes occur, seasonality and fluctuating individual usage patterns can and will alter the level of savings presented in this analysis.					
• Taxes, Surcharges & Fees have been removed from this analysis because PMG cannot effect these charges.					

Category Recommendation Example

Purchasing & Spend Analysis Deliverables

Purchasing Service/Function	PSA
Executive Summary of Our Findings	✓
Purchasing Environment Gap Analysis	✓
Expense Category Owners & Preferred Suppliers Clarification	✓
A/P Coded & Classified Spend Report	✓
Unit Price Comparative Analysis Report (9-10 Expense Categories)	✓
Purchasing Policies & Procedures Draft	✓
Recommendations & Proposal With Prioritized Work Plan & Scorecard of In-scope Expense Categories	✓
Expense Category Cost Savings Recommendation(s) and Implementation Checklist (StrategicSource provides a recommendation(s) to recover the cost of the analysis in annualized cost savings)	✓

Sustainable Cost Reductions in 100+ Operating Expense Categories, Averaging 24% Savings:

- ▶ Advertising - Print (6%)
- ▶ Check Processing (37%)
- ▶ Credit Bureaus (25%)
- ▶ Credit Card Processing (11%)
- ▶ Employee Bkgrd. Checks (9%)
- ▶ Glass & Installation (16%)
- ▶ Information Services (4%)
- ▶ Insurance (10%)
- ▶ Janitorial Services (28%)
- ▶ Janitorial Supplies (26%)
- ▶ Landscape Services (16%)
- ▶ Office Equipment (26%)
- ▶ Office Supplies (26%)
- ▶ Printed Materials (29%)
- ▶ Telecom & Cell Phones (37%)
- ▶ Transport - Packages (18%)
- ▶ And Many More

Best of all, there is **NO RISK** – StrategicSource will provide actual cost savings recommendation(s) that can be implemented to generate annualized cost savings recovering the cost of the analysis. This initial service will deliver hard dollar cost savings helping your organization remain competitive in today's challenging economic environment!

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Executive Tools™ – To Manage Purchasing And Supplier Activities

Finally, a tool to manage purchasing policies, agreements, supplier contact information and much more. Executive Tools, a web-based file cabinet helps mitigate risk, while improving your efficiency and effectiveness.

Executive Tools is offered exclusively by StrategicSource, to clients. Clients benefit from the ease of use and point and click functionality to view supplier contact information, contracts, pricing agreements and more.

How Does It Work?

Executive Tools is a web-based file cabinet used to house all purchasing related information for an organization. Executive Tools is password controlled and has different levels of security, available 24/7, and allows users to access critical purchasing and supplier information at any time and from any place. Executive Tools provides users with an easy navigation system and point and click functionality to eliminate the need for training.

Executive Tools Client Benefits

- ▶ Quick access to suppliers
- ▶ Ensures access to accurate and current purchasing information
- ▶ Increases management and support staff efficiency
- ▶ Reduces costs associated with purchasing management
- ▶ Purchasing policies to increase compliance and control
- ▶ Allows for greater organization and analysis of procurement tasks
- ▶ Confidence of working with a purchasing leader



Features of Executive Tools Include Current:

- ▶ Contact information by category for all designated and approved preferred suppliers
- ▶ PDF copies of all Supplier Contracts and Agreements, filed by expense category
- ▶ Announcements and Letter Templates that can be printed on client letterhead for communication with suppliers
- ▶ Copies of Recommendations and summary analysis for all completed recommendations, sorted by category
- ▶ Copies of most recent Audits, sorted by category
- ▶ Copy of Purchasing Policies with contract, purchase order and invoice approval matrix defining purchasing authority
- ▶ PDF copy of most recent Spend Report by category
- ▶ Copies of Supplier Correspondence, sorted by category
- ▶ Copy of Purchasing Policies with contract, purchase order and invoice approval matrix defining purchasing authority
- ▶ Scorecards, meeting notes, supplier letters and StrategicSource correspondence

StrategicSource
PERFORMANCE MANAGEMENT GROUP

Category Information | Account Information | Purchasing Tools | Purchasing Policies | Contact Us

Executive Tools

Client Login
Email:
Password:
[Forgot password or having problems?](#)

Supplier News
Office Depot has been selected as a preferred supplier for UPS supplies. Competitive pricing, broad distribution capabilities and innovative web-based functionality were key selection factors in the selection.
[First National Merchant Solutions has also been selected as a preferred supplier for their fleet and leasing services.](#)
[Download More](#)

Purchasing News
Performance Management Group's New Performance Measures for 2009
27th Cost Savings
- 22% Supply Base Reductions
- 0 New Supplier Categories Developed
Performance Management Group announces a new, low cost Mail Delivery Service for Automotive, Restaurant, Retail, Manufacturing, and more. An effective low cost solution is available in 2009.
[Download More](#)

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Executive Tools Login Page

StrategicSource
Innovative Purchasing Solutions

Easy Navigation With Point and Click Functionality

With an easy to navigate interface, information is easily located and accessed in a single window. Users can view PDF documents of contracts, client workplans and even templates for purchasing letters and announcements. All pertinent information is available at the user's fingertips - quickly and directly.

ABC Automotive Workplan & Scorecard Year 2 April 14, 2007 - April 16, 2008 09:11:23:00																
Month	Category	Estimate	Month Due	Contract Ex. Date	Actual Results											
					Proposed	Current	New	\$\$	%	Current	New	Supplier	%	Current	New	
2nd Year Savings Carryover													\$122,595			
Jan-07	Ins- Property/Casualty	3.00%	Jan-07	7/1/07	6/1/07	\$157,000	\$155,000	\$2,000	1.27%	1	1	0	0.00%			
Jan-07	INS Work Comp	8.00%	Jan-07	3/1/07	3/7/07	\$180,616	\$175,676	\$3,940	2.18%	1	1	0	0.00%			
Jan-07	INS- Property/Casualty Open Lot	3.00%	Jan-07	7/1/07	6/7/07	\$267,000	\$231,000	\$36,000	13.48%	1	1	0	0.00%			
Jan-07	Office Supplies	15.00%	Jan-07	10/25/07	10/25/07	\$81,855	\$48,224	\$33,631	41.09%	5	1	4	60.00%			
Jan-07	Trans-SP	5.00%	Aug-07	8/16/07	8/16/07	\$34,453	\$17,337	\$0	49.74%	3	1	2	66.67%			
Jan-07	Shop Supplies	15.00%	Sep-07	10/25/07	10/25/07	\$95,000	\$73,745	\$21,255	22.37%	3	1	2	66.67%			
Jan-07	Fuel Tank	15.00%	Sep-07	9/17/07	9/17/07	\$52,854	\$43,289	\$9,605	18%	1	1	0	0.00%			
Jan-07	Bulk Fuel	2.00%	Jan-08	12/27/07	12/27/07	\$29,957	\$8,507	\$21,450	71.60%	2	1	1	50.00%			
Jan-07	Waste	15.00%	Nov-07	11/30/07	12/27/07	\$28,430	\$24,264	\$5,596	19.70%	1	1	0	0.00%			
Jan-07	Lubes	8.00%	Jan-06	2/14/08	2/14/08	\$424,964	\$369,460	\$30,621	7.21%	2	1	1	50.00%			
Total					\$293,724	\$193,076	\$100,648	41.07%	30	14	16	41.67%				
2nd Year Savings Carryover					\$122,595											
Pending Recommendations					\$0											
Accepted Recommendations					\$147,402											
Rejected Recommendations					\$0											
Total Recommended Savings					\$270,000											
Annual Plan					\$16,800											
Performance to Plan					214.1%											

Client Workplan and Scorecard



Supplier Contact Information (above)

StrategicSource – A Trusted Leader in Purchasing Management

StrategicSource, 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 the 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.

Executive Tools

April 14, 2008

Mr. Doug Austin
Performance Management Group
10612 Nesbit Ave. S
Bloomington, MN 55437

Dear Doug:

It was a pleasure meeting you. Thank you for the opportunity to present the Vanguard Cleaning Systems proposal for the commercial cleaning of Performance Management Group.

Per our conversation we understand your concerns to be the following: the cleaning is to be done 2X WEEK after 9:00 p.m. Also, the detailed dusting throughout, kitchen areas, and the restrooms are a major area of concern. Our operations manager will ensure that all of your concerns are addressed in an ongoing, detailed and timely manner.

Vanguard, a leader in commercial cleaning since 1984, has approximately 6,000 accounts throughout the United States. We are locally owned and a member of the

Category Audit Report

Audit Objectives: * Verify supplier price compliance * Verify supplier term compliance
* Verify user compliance * Identify opportunities to improve client cost savings

Client:	ABC Automotive	Category:	OFFICE SUPPLIES (OS)	
Supplier:	Vendor 1	Date:	12/22/2007	
Audit Type:	Discovery	X Recovery	Auditor:	R.CONWAY

Recommendation Details

Prev Spend:	\$ 42,011.00	Category Rec Date:	2/15/2007	Prev Supplier:	MULTIPLE
Rec Spend:	\$ 24,732.00	Category Imp Date:		Rec Supplier:	Vendor 1

Audit Findings

Pricing - Pricing compliance was 92.11%. Of the 38 items audited, 35 were priced correctly. A credit of \$11.38 is due. See attached Credit Report. The number of non-contract items ordered was very high this audited period. Of the 151 unique items ordered in the audited period, only 44 were contract items. For example, eight 24-packs of 3/32 note pads were ordered for \$23.39 each. A similar 12-pack was available for \$2.93. This is a missed savings of \$93.36. See Price Comparisons Report for other examples. There were also several instances where lower-priced generic items could have been ordered in place of higher OEM items. For example, four HP27 ink cartridges were ordered for \$15.17 each when a similar generic was available for \$11.63. This adds up to a missed savings of \$14.16. See Generic Comparisons Report for more examples.

Terms - It is unknown if delivered pricing is being honored as quoted.

User Compliance - It appears as though the ABC Automotive stores are in complete compliance with ordering all office supplies from Vendor 1. The total spend for the audited period was \$4,666.43.

Opportunities - 1.) A review of the ordering process can help make sure contract items are being ordered whenever possible to estimate the large amount of missed savings found in this audit period. 2.) Ordering generic items in place of higher-priced OEM items will

Executive Tools provides expense category information, PDF copies of contracts, audits and supplier agreement letters.