



P3 Cost Analysts®

CONTACT:
Matt Thiele, Partner
414-688-0916
mthiele@costanalysts.com

WHO WE ARE AND WHAT WE DO:

P3 Cost Analysts is a nationwide cost reduction firm. Having worked at over 30,000 client locations nationwide over the past 31 years, our experts focus on saving clients both money and time in the following categories:

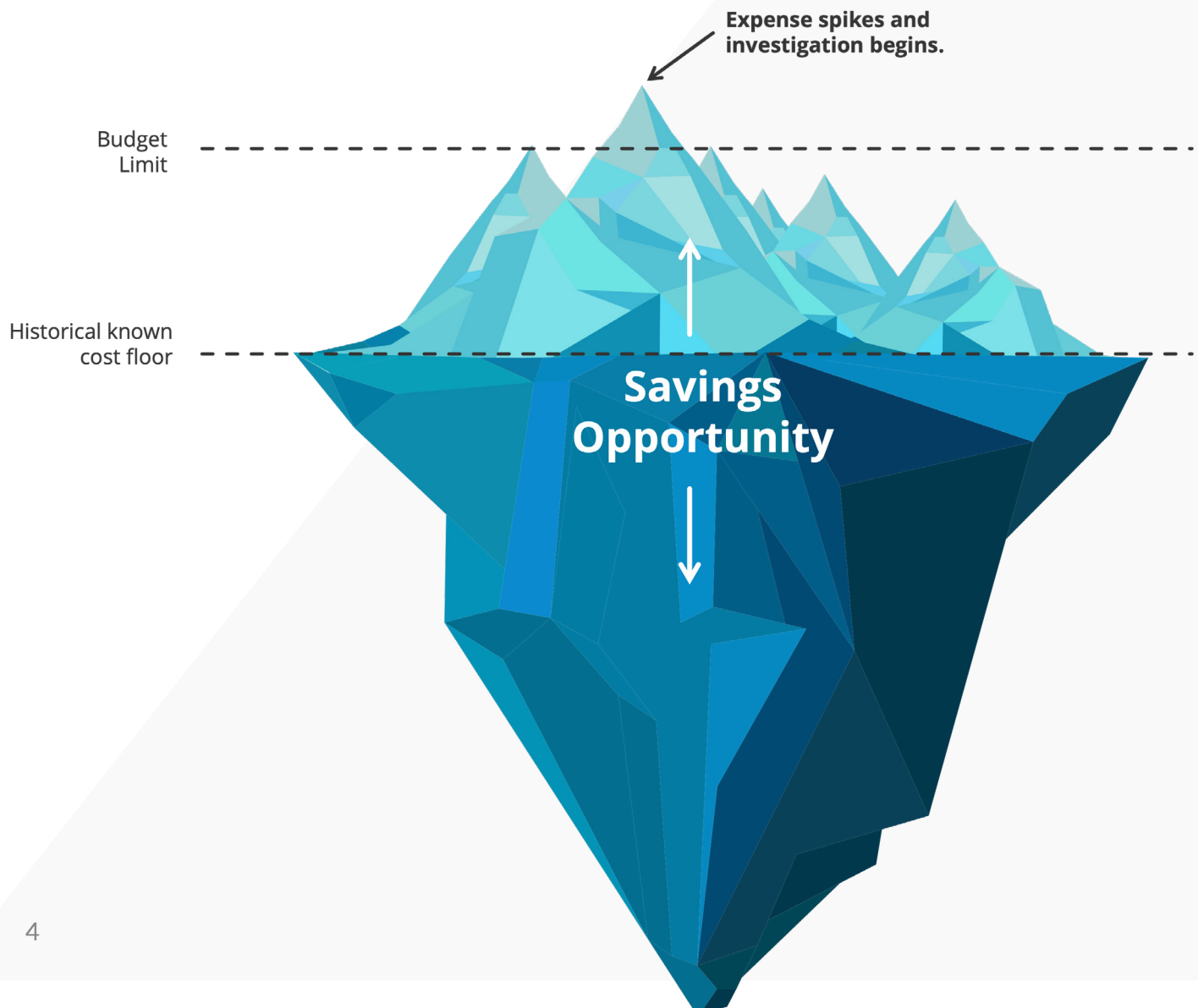
- Utility
- Telecom
- Waste and Recycling
- Uniform/Linen
- Merchant Processing
- Small Parcel Shipping
- Vendor Payments
- Managed Print
- Property Tax

If we save our clients money, we simply split the savings with them each month. If we can not, there is no fee. To date, we have saved hundreds of millions, for tens of thousands of client locations around the country.

You can think of our service as “forensic accounting” on a risk-free basis. We audit our clients’ invoices looking for errors and overcharges and only share in the savings if we successfully deliver them to their bottom line.

WHY ARE THERE SAVINGS TO BE FOUND?

The expense categories mentioned on the previous page can total hundreds of billions of dollars each year. The vendor companies put the burden of verifying the invoices on the clients. If the vendor makes a billing error, they don't self-correct them. It's the client's job to find them and fight to get them back. Furthermore, these are highly complex industries, and it is nearly impossible to determine the accuracy of what is being paid without highly trained experts working on the client's behalf. We've uncovered countless six-figure billing errors we were able to get refunded on our clients' behalf. Lastly, there are often better options on pricing, equipment, and processes (i.e., how the service is used) that result in lower fees from the vendors, thus saving our clients money each month.



WHY DO CLIENTS NEED US?

First, it's risk-free. If we can't do it better than they currently are, then they don't pay us. And nine times out of ten, we find savings for our clients. The one in ten times we don't, we simply say "thank you for the opportunity, but you are good to go." The second reason, is that these industries are incredibly complex. Our clients are good at running their businesses. They are not good at deciphering industry-coded invoices, uncovering errors, and understanding the complexities of each of these industries. **A good way to understand this is to ask yourself, "why wouldn't a business do their own taxes?" That seems obvious for something as complex as taxes. These industries are just as complex, and the dollar figures spent can be quite large. Without experts reviewing these costs, businesses are essentially doing their own taxes and hoping it's right.** Controllers, accounts payable staff, and purchasing personnel have thousands of expense items to manage each month. They simply cannot be experts in all these categories. Furthermore, we have compiled a national database of vendor benchmarks, with tens of thousands of data points across the country. We leverage this proprietary data and our expertise to drive savings to our client's bottom line.

“

It was a no-lose situation. It was going to be a win no matter what. Either we verify we're paying what we should pay, or we save money.

Tim H. | Medi USA

”

Medical Device Manufacturer

IDEAL CLIENT PARTNERS

- Manufacturing
- Food Processing
- Senior Care Campuses
- Schools/Colleges/Universities
- Auto Dealership Groups
- Hospitals/Clinics/Surgery Centers
- Restaurant Groups
- Apartment Complexes/Commercial Real Estate/Property Management
- City and County Governments/School Districts
- Private Equity
- Hospitality/Country Clubs
- Logistics Companies
- Supplier/Trade Services
- Breweries
- Any type of multi-location business: Retail/Bank/Restaurant/Law Firm/Financial

“

Their experience and expertise has saved us thousands and thousands in a short period of time.

Eric V. | Property Manager Kelley Commercial Partners

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Property Management

“

Over the last 6+ years P3 has saved us over \$600,000 in our pockets, after their fees. These guys go above and beyond for us.

Tony S. | COO Sonic Esch Group

”

65 Location Sonic Franchisee



MERCHANT PROCESSING

For this category, we are working to reduce a client's merchant processing fees. For example, we are not simply looking for ways to drive a 2.5% charge down to 2%. A large portion of merchant processing fees (and where we find 80% of the savings) are determined by risk and have nothing to do with what the business negotiates on their basic charges (i.e., 2% or 2.5% per swipe charge, etc.). The 80% of savings come from the behind-the-scenes "interchange" charges that can cost businesses a fortune.



TELECOM

Most businesses have telecom, internet, and wireless charges. In order to fully understand the charges applied to an account, you have to be able to decipher a [Customer Service Record](#). These are highly complex. Navigating these to find tariff errors, overcharges, and pricing reductions is complicated and why our experts can average savings of 15-30%. We will audit almost any type of business in this category. The larger and more complicated, the better.



UTILITY (WATER, SEWER, GAS, ELECTRIC)

With this category, we are looking for tariff errors, overcharges, and refunds. Furthermore, we can help clients with their energy supply agreements in deregulated energy states.



WASTE AND RECYCLING

Almost every business has waste and recycling expenses. Our experts have found savings for manufacturers, restaurant groups, hospitals (medical waste), schools, banks, and everyone in between. The waste industry is notorious for charging their customers vastly different prices for the exact same service. We have thousands and thousands of data points all over the U.S. We know exactly what the market rates are, what the vendors are willing to accept, and how to bring those savings to our client's bottom line.



MANAGE PRINT (XEROX TYPE COPIERS AND EXPENSES)

Governments, education (schools/colleges), banks, credit unions, construction companies, law firms, and medical (hospitals) are the primary users of copiers (medium-sized banks with multiple locations can be great targets too). These types of entities spend hundreds of thousands (to millions) each in this expense category each year. Copier vendors are among the most prolific in overcharging clients. We typically find 35% savings in this category.



UNIFORMS AND LINEN

This category targets expenses associated with uniform and linen rental. Many types of businesses have these expenses. If you've seen a Cintas truck driving around, that is one of the vendors we often find savings with. Auto groups, manufacturers, health care, equipment supply companies, and many more will have uniform and linen expenses (and other expenses with these vendors like mop handles, soap dispensers, first aid kits, doormats - you name it). Our experts have worked for these big vendors like Cintas and know exactly how to navigate these contracts to drive savings. This is why we average 35% savings in this category.



PROPERTY TAX

Property taxes are a large expense for many organizations. County governments around the country typically allow businesses to contest their property tax valuations during certain months of the year. Our experts have worked across the country, contesting tax valuations for all types of businesses. This experience helps ensure that our clients are able to contest their taxes and drive bottom-line savings successfully.



SMALL PACKAGE SHIPPING

Businesses spend billions of dollars with UPS and FedEx every year. These companies routinely overcharge and violate their own contracts. Furthermore, there are typically “on time” guarantees, where if the vendor delivers a package late, the customer is owed a refund. Tracking this information is next to impossible without the right expertise and software. Our team has the experience, benchmark data, and software to ensure that clients pay the lowest possible rates for these services and get credits back for any contract errors or late deliveries.



VENDOR PAYMENT SOLUTIONS

Vendor Payment Solutions is a very exciting category. With this category, we are helping clients to convert as much money as possible to “virtual card payments.” Because most vendors are willing to accept credit cards, it’s important for businesses to pay as many bills as possible using virtual cards. This is because you can get a 1.5% cash back rebate through our service. However, implementing virtual payments and cards at scale is nearly impossible without the help of seasoned experts and proven technology. This can add up to hundreds of thousands of dollars (or even millions) back to a clients’ bottom line.

WHAT OUR CLIENTS HAVE TO SAY...



Watch Kelsey's Testimonial Here:

<https://vimeo.com/330644526>

“

We had nothing to lose to see what savings they could provide. They've produced over \$181,000 in savings.


Kelsey B. | Little Rock School District

”

Public School District

ADDITIONAL CLIENT TESTIMONIAL VIDEOS:

www.costanalysts.com/testimonials



I GET PAID EACH
MONTH TO HAVE
A CONSULTANT
WORKING FOR ME.”

> ERIC MURPHY

MANAGING PARTNER – OZARK PIZZA



AS FEATURED IN...

Forbes Inc.

MarketWatch

