



# Expense Reduction Analysts

## More than 600 professionals in 28 countries helping clients find extra profit

### How we help you

- Find extra profit through our proprietary purchasing processes and cost reduction methodologies
- Focus on non-core operating expenses which client personnel are generally too busy or lack the expertise to do
- Access our experts who average 15-20 years of category specific experience and our proprietary benchmark data
- Minimize the investment of your time with a fully transparent process
- Increase profitability and company valuation or free up more funds for mission-focused activities
- *Average cost savings worldwide of 20%* with savings ranging up to 55%
- **Work on a no-risk contingent fee basis – No savings, no fee!**



**George Wolfand**

Sr. VP Operations, InPhonic, Inc.

Director, Contact Center Operations, NCS Pearson

Director, Partner Relations, VeriSign, Inc.

Sr. VP Operations, Snyder Communications, Inc.

BS, University of Maryland

### Why Expense Reduction Analysts

- We are specialized—we leverage industry expertise with in-house benchmark data
- We are time efficient—we minimize your time and focus your involvement on key decision-making
- We are independent—we derive 100% of our fees from our clients; suppliers see us as an unbiased consultant that keeps the playing field level
- Our process is transparent—you always know what is going on
- We are implementation focused—we're not finished until our recommendations are fully implemented and you are achieving the cost-savings we identify
- **Categories – telecom, printing, office consumables, couriers, freight, merchant card fees, packaging, energy and more . . . .**



**Phil Gross**

CFO, America Online, Inc.

Director, MCI Telecommunications, Inc.

Consultant, Cresap, McCormack and Paget, Inc.

BA & MPA, Syracuse University

**Let us help you find extra profit  
Call Phil Gross, Director - 301-467-4832**

find extra profit

[www.expensereduction.com](http://www.expensereduction.com)