

AUDITEL COST MANAGEMENT

## Partnership Programme

Adding a new dimension to client relationships



Fully equipped to manage all your essential business costs

[www.auditel.co.uk](http://www.auditel.co.uk)  
[www.auditel.ie](http://www.auditel.ie)



If you could help your clients to be more efficient and increase their profits, with no upfront costs...

...how impressed would they be?

Auditel already provides this service to thousands of organisations throughout the UK and Ireland

Auditel is the most successful and longest established cost and purchase management organisation in the UK and Ireland. Our consultants work with their clients to ensure they fully understand and effectively manage their essential overheads and other business costs.

The Auditel Partnership Programme not only gives you the chance to offer a unique differentiator to your clients but it can also help you to WIN!

Working with our consultants and The Partnership Programme will help you to:

- W Win the clients you want for sustainable business growth
- I Increase the value of your existing clients
- N Not lose clients through increased levels of client engagement




"We have been very impressed with Auditel and are keen to share the benefits of their service with our clients."

Dominic Shephard, Senior Manager, Knill James

### Helping to help your clients lower their cost of doing business

There's no doubt about it: the cost of doing business increases every year putting pressure on profitability for businesses of all sizes. Across the board, from essential overheads such as energy, communications, insurance and premises, to variable office and staff-related expenses, prices are rising year on year. Legislation and changing business practices, such as the growing emphasis on 'green' and ethical business, only add to this financial burden.

On the face of it, there would seem to be an easy solution to this problem: shop around to find suppliers who will offer you the goods and services you need at a lower price. However, this fails to take into account the time and expertise needed to make effective and informed procurement decisions. Low headline prices do not necessarily mean cost savings and there are many other issues that need to be taken into account when effectively managing costs on an on-going basis.

 With nearly 20 years' experience as cost and purchase management specialists, Auditel have developed a unique Total Cost of Purchase® business model that takes all these factors into account and goes much further than simple cost or expense reduction. Our consultants become trusted outsourced members of their clients' management teams, providing valuable expertise and specialist knowledge over many years to help them understand, manage and lower the cost of doing business.

Our consultants become trusted outsourced members of their clients' management teams





Working with Auditel to maximise the value of your client relationships couldn't be simpler.

## Three simple steps to more valuable client relationships



### Ways to win new clients

We wouldn't expect any professional organisation to work with us without having the opportunity to find out about our specialist services. The first step is therefore an exploratory meeting to find out how we can work together to help your business grow.



### Increase the opportunities

Once you have had the opportunity to experience the benefits of working with Auditel, we will help you to identify and qualify clients who could also take advantage of our outsourced expertise. As part of our unique offering, we can provide you with a differentiator that will set you apart from your competitors. You can use this additional service to increase the value of your existing clients.



### Building sustainable client relationships

At Auditel we know that our success depends on the relationships we build with our clients and on always exceeding their expectations, in terms of savings, expertise, specialist knowledge, time and as an additional management resource. We know this is also fundamental for you. As one of our Partners, we take our responsibility to you very seriously and strive not just to protect your reputation but to enhance it.



*"When we saw the excellent results Auditel achieved for us, we quickly realised that Auditel could be a very valuable service for our clients too."*

Chris Kelly and Michael Caddock,  
Partner and Managing Partner,  
Whiting and Partners



*"I would definitely recommend Auditel to other companies. In fact I already have."*

John Wrelton, Managing Partner



How you can benefit from introducing this valuable service to your clients and how we can grow together



The Auditel Partnership Programme is designed to ensure that you and your clients benefit from the long-term relationship we build with each of you.

#### A sustainable income stream

As an introducer of business to Auditel, we can offer you a share of our fee, based on your level of involvement in the relationship we build with your client. Of course, not all of our Partners wish to take a fee! Ask your Auditel contact for more details. While an introducer's fee might be attractive, there must be more to it than that. All professional organisations know that the relationship they have with their client is worth much more than simple fee-income and we believe that this is also true for the Auditel Partnership Programme.

#### The benefits of becoming an Auditel partner are:

- You enhance your role as a trusted advisor by offering consultancy services that help your clients' businesses grow and develop.
- You add new skills and expertise to your service portfolio that will differentiate you when looking to attract new clients.
- You can deliver excellent service that exceeds your clients' expectations by anticipating their needs and introducing them to advice that will enhance their profitability.
- You increase your client visibility by creating new opportunities to meet face-to-face and develop your understanding of their business (which in turn might help you identify new opportunities to offer more of your own in-house services).
- You target fresh opportunities for new business growth.



*"We are sure that many of our clients will realise the benefit of a real win-win proposition where, if Auditel are unable to find savings, no fee is charged. We will continue to offer this service to all of our clients and are sure that, given time, it will roll out to many more of them."*

John Bill, Trafalgars



## AUDITEL PARTNERSHIP PROGRAMME

Contact us now to find out how the  
Auditel Partnership Programme could  
add a new dimension to your business.

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