



Auditel – taking cost and purchase  
management to a new level



# Welcome to Auditel



The need to be cost-conscious has never been greater and yet, due to a lack of time and resources, many organisations throughout the UK and Ireland are eroding their hard-won profits by paying over the odds for their essential business overheads.

Effective cost and purchase management is a complex subject that requires qualified cost and purchase management specialists. It takes time and expertise that few companies have in-house.

That's why, over the past 15 years, Auditel has dedicated itself to becoming the leading specialist cost and purchase management consultancy and now helps thousands of organisations in the UK and Ireland to reduce financial waste and increase their profits.

The combination of our experienced and skilled consultants, a vast knowledge bank and a flexible fee structure enables us to make impressive and sustainable savings for a wide range of organisations.

## Calvin Klein Jeans

### Savings of 60% on data charges

RETAIL SECTOR

*"Auditel have the time, experience and knowledge of suppliers to get the best deals for us. It really is a 'win win' situation; we can focus on running our business and dealing with accounts, but we don't have the time to always keep looking at suppliers in such great detail."* – Pierre David, UK Operations Director

# The Lady

## Savings of 20% on IT consumables

MEDIA SECTOR

*"Auditel are quiet, open, honest, discreet and transparent. I wouldn't hesitate to recommend them."*  
– Ben Budworth, Publisher and Chief Executive



## Total Cost of Purchase®

In 1994 Auditel pioneered a new brand of cost and purchase management designed to help organisations cope with the deregulation of the utilities market. Since then we have broadened and extended this approach to cover all areas of business expenditure.

Called Total Cost of Purchase® (TCoP®), this solution goes a lot further than traditional cost management methods. It takes into account all the costs – both direct and indirect – of business overheads.

### How does it work?

The success of Auditel's TCoP® business model is based on the synergy of two potent elements: a network of specially trained, highly skilled cost management consultants and the Auditel Information System – a vast database of every project that we have ever worked on, packed with specialist industry knowledge and experience.

This powerful combination equips us perfectly to tackle specific cost and purchase management issues holistically and, being independent, allows us to analyse overheads, find suitable suppliers, assess tenders and implement changes that reflect the best possible solutions for each individual client.

It's like having an additional dedicated management team working for you, quietly taking care of all your complex cost and purchase management issues, whilst leaving you to focus on your core business.

Best of all, because we work on a contingency fee basis, there are no up front investment costs, no resources tied up in a project waiting for results and no hidden charges.



## A holistic approach

Using our Total Cost of Purchase® approach, we review all your costs to ensure that:

- prices are fair
- any historical billing errors are reclaimed
- you are on the right pricing package
- you receive all the discounts you are entitled to

To do this effectively, we:

- analyse your overheads
- research the marketplace to find the most suitable suppliers
- tender your supply and assess the responses
- implement any changes and deal with all the issues that this might throw up
- continue to reassess performance



## Savings to date of

MANUFACTURING SECTOR

*"We are delighted with the savings Auditel has made for us. They have become a sounding board, and a valuable extension to our management team."*

– Gary West, CEO Silver Spring



### Savings of 22% on telecommunications

SCHOOLS & COLLEGES

"I've had a lot of direct contact with the Auditel team over the past year and am very pleased with the service they've provided. Everybody we deal with is very professional and a delight to work with."

- Chris Jones, School's Finance and Administration Manager

The task of managing business overheads and making important procurement decisions is a key role in any organisation.

Diverting untrained, in-house resources to the job can cost you a significant amount of time and money.

## The Auditel approach

There are four key steps to the Auditel approach

- 1 **Assessing your essential business costs**  
Our first step in establishing a relationship with your organisation is to carry out a comprehensive, in-depth analysis of your current essential services expenditure.
- 2 **Identifying and reporting on status and saving opportunities**  
When we have acquired a thorough understanding of your outgoings we will analyse the data to determine where savings can be made. This involves establishing benchmarks against which we can measure future savings. We will then produce a report outlining these potential savings.
- 3 **Realising the savings**  
After presenting you with a report containing our detailed recommendations we will then turn those theoretical savings into a reality. We will take full responsibility for managing relationships with existing and new suppliers on your behalf.
- 4 **Managing business costs into the future**  
We believe that achieving the projected savings (and rebates if you have been overcharged in the past) is only the beginning of our job. We will continue to assess your current expenditure against new tariffs and services as they become available to ensure you continue to benefit from optimum cost efficiencies across all of your essential business outgoings.



Auditel focuses on all the key essential business costs for any business. Our unique tools and methodologies have been specifically designed to deliver maximum Total Cost of Purchase® benefits in each of the three major disciplines.

- Utilities
- Communications and IT
- Other business costs

No other consultancy can offer this level of specialisation across the board supported by constantly updated tools specifically designed for each of the methodologies and nuances of those major disciplines.

*"Before we were i" Our Auditel experience has been very positive. We're very pleased with the savings they have found us as this is money we can put to much better use looking after the children who depend on our services."*

*– Simon Browning, Director of Finance and Company Secretary, The Children's Trust*

## Our specialist knowledge

Knowledge, as they say, is power and Auditel's specialist knowledge coupled with our vast knowledge bank provides the perfect platform to deliver potent cost and purchase management solutions.

But it goes further than that. Auditel's network of specially trained and highly skilled consultants comes from a wide range of professional backgrounds, each adding their own industry-specific insight which they share with the rest of the network.

So, when you appoint Auditel to undertake your cost and purchase management, you not only benefit from our Total Cost of Purchase® approach and our comprehensive knowledge bank, you also tap into a team of specialists. This puts Auditel in a unique position to analyse the full spectrum of your overheads, whilst giving you the peace of mind that you are always getting expert advice.

In addition, due to the ever-changing nature of the business landscape, we are constantly evolving and developing our services to meet the needs of our clients. So, whilst details of past projects stored in our knowledge bank help us to identify potential savings opportunities, other bespoke tools such as our online tendering system help us to communicate effectively with suppliers to obtain prices and analyse different service packages quickly and objectively.

Wherever you are based in the UK or Ireland, your organisation can benefit from Auditel's specialist knowledge and our unique approach to cost and purchase management.

- Auditel's specialist knowledge and experience means:**
- we understand the complexities involved in managing business overheads
  - we know how the markets operate
  - we have nurtured valuable relationships with suppliers and third party experts
  - we understand the technical jargon suppliers use to confuse their customers
  - we know how to objectively assess new technologies and service offerings
  - we understand the legislation and regulations that impact on the total cost of purchasing business overheads
  - we can turn our outsourced knowledge into your cost savings
  - we can make our independence work for you



## Independent, impartial advice

While we take every effort to nurture good working relationships with suppliers in our specialist markets, it's important to stress that Auditel is completely independent. In other words we are free to place your business with the best supplier for your organisation's specific needs and requirements. Sometimes this may be the cheapest supplier, but, more importantly, it will always be the company that can provide you with the best overall value.

*“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*

Auditel's Total Cost of Purchase® approach to cost and purchase management provides:

- a holistic analysis of both your direct and indirect costs
- the advantage of a vast knowledge bank
- independent, objective advice
- an additional management resource without any of the associated in-house costs
- creative solutions to meet your specific needs and requirements
- lower overheads

## Ethical purchasing

At Auditel we pride ourselves on cost and purchase management that is effective, sustainable and, above all, ethical.

We recognise the need to be accountable for the impact of our services, not just on our clients but also on the environment and society in general. Over the last few years ethical business practices have become more than just a 'feelgood' issue and consumers are beginning to vote with their feet, choosing to spend and invest their money with companies that achieve and can demonstrate 'green' or socially responsible credentials that go above and beyond the minimum standards set by governments.

At Auditel, we are fully aware of both the direct and indirect costs associated with meeting these ethical business obligations and can help you make good purchasing decisions that comply with legislation and avoid expensive penalties, as well as help you achieve the specific social and environmental obligations that are important to you, your shareholders and your customers.

## Partnership Programme

As a result of our reputation for ethical purchasing, a growing number of accountancy practices, membership and other professional organisations like Chambers of Commerce have joined Auditel's Partnership Programme and, having used themselves as test cases, now advocate our cost and purchase management as an extension of their own services.

## Lowering your costs is the easiest way to increase your profits

A company with a gross profit margin of 25 per cent making savings of 5% on their business costs increases its profits to 30%. To achieve that figure through day-to-day operations, that company would have to generate an additional 20% in sales.

## Auditel Business Health Check

Take advantage of Auditel's Business Health Check, just to make sure that you are not paying over the odds for your business overheads. See back page for contact details.



We are currently saving millions of pounds for organisations throughout the UK and Ireland.

Contact us now to find out how much we could be saving you.



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