



Above the **Standard**®
PROCUREMENT GROUP

*Above the Standard helps organizations of all sizes in many industries to be more profitable and best in class by **increasing profits, improving costs, and enabling growth.***



Above the Standard **Solutions Introduction**

Who We Are

Experience

Success

Partners



Who is Above the
Standard

Above the Standard helps organizations of all sizes in many industries to be more profitable and best in class by increasing profits, improving costs, and enabling growth.



Who We Are

Above the Standard has more than 30-years of Global Procurement, Finance, HR, IT, Operations, and Growth Experience for small to large organizations, in many industries, with profit increase in the Tens of Billions of Dollars.



 **Experience**

- ✓ Success Rate of Saving Money in 98% of Client Engagements.
- ✓ Overall Lifetime Client Savings Exceed 28%.



Our Numbers!

Above the Standard has hundreds of Strategic Partnerships with best-in-class companies, providing our clients with patented, proprietary, and results oriented services.



 **Partners**

 **Above the Standard**[®]
PROCUREMENT GROUP

A Few of our Global Clients



Why?

Organizations, their Internal Purchasing, HR, IT, Finance, and Executive Teams are increasingly seeking the involvement of experts to leverage their abilities to increase profits.

- ✓ Increased global competition;
- ✓ Reduce costs and transaction costs;
- ✓ Small and mid-sized businesses gaining access to improved pricing;
- ✓ Pressures to re-focus staff on more strategic activities and core competencies;
- ✓ Compliance and regulation has increased; and
- ✓ Not enough staff.



Why Engage Our Services?



What does Above the Standard do?

We deliver results by partnering and supporting the core competencies and uniqueness of each of our clients. Each solution is customized through our cutting edge global services, proprietary training, and global expert team.

Main Solution Areas include:

- ✓ Cost reduction*
- ✓ Best value implementation*
- ✓ Improved efficiency*
- ✓ Development and delivery of sustainable best practices*
- ✓ Profitability growth methods*
- ✓ Revenue increase solutions*
- ✓ Team unifying practices*

 **What Do We Do?**

Above the Standard provides many solutions, services, and expertise around the globe.

Main Areas:

- ✓ Cost Reduction Services | Buying Group
- ✓ Procurement, Finance, Operations, and IT Services
- ✓ Procurement Process Audit and Compliance Services
- ✓ Management Advisory Services
- ✓ Human Resource Expertise and Services
- ✓ Global Training Services

* More details can be viewed about each Service and Solution in our Global Services Brochure.

Above the Standard Offerings

 **Cost Reduction
Services Provided**

**Above the
Standard has
Saved Clients
Billions of Dollars
in Hundreds of
Areas!**



Some Cost Reduction Services Provided

- ✓ Medical Supplies (Hypodermic, Vaccine, Blood Collection Tubes, Dressings, Sterilizing, Sutures, Needles, Skin Closures, Garments, Dispensing, Gloves, Bandages, Instrument Disinfecting, Chemicals, OSHA Compliance Products, and many more)
- ✓ Medical Equipment & Supplies (Furniture, Diagnostic, Bath Safety, Walking Aids, Wheel Chairs, Wound Care, Respiratory, Urological, Skin Care, Lab Equipment, Orthopedic, etc.)
- ✓ Physician Preference Items to include: Neuro & Spine, Orthopedics, Cardiovascular, Sports Med, Trauma and Biologics
- ✓ Telecommunications Audit Services, Credit Card Payments and Processing Systems, Merchant Fees
- ✓ Office Supplies, Copiers, Printing, Computer & Peripheral Supplies, Software & Hardware Maintenance Agreements, IT Outsourcing, IT Custom Programming, Cloud Computing, Facilities Expenses, Lease Agreements, and Renewable Energy Products



Some Cost Reduction Services Provided



- ✓ Utilities, Fuel, Shipping/Logistics, Waste Management, Bio-Hazardous Materials, Employment Agencies, Recruitment Firms
- ✓ Raw Materials, Commodity Items, Gas & Oil, Semiconductor Equipment
- ✓ Building Security, Landscaping, Janitorial, Furniture & Fixtures, Food & Beverage
- ✓ Communications, Data Networks, Server Equipment, Security Systems
- ✓ Transportation, Overnight Mail, Courier Services, Packaging, Vehicle Fleet, Repair & Maintenance Auto, Equipment Leases and Rentals
- ✓ Maintenance/ Repair/ Operational (MRO) Expenses, Cleaning Supplies, Janitorial Supplies
- ✓ Construction Equipment, Asphalt, Pumps, Chemical Supplies, Uniforms, Laundry / Linens
- ✓ HR Outsourcing, Insurance, Risk Management, Payroll, Workman's Comp
- ✓ Financial Services, AR/AP, Expense Management, Billing & Collections, Billing Forms, Advertising Expenses, Marketing Expenses

- ✓ **NO RISK**
- ✓ **NO COST**

We receive **NO compensation*** for any cost reduction project until we reduce your costs in the agreed upon areas.

*Most Cases

Example:

- We reduce your costs by \$100,000 per year, we share in the cost savings!
- There are no up front charges - we are paid on performance.

 **Why Work With Us?**

✓ **NO RISK**

✓ **NO COST**

Your organization has ***NO RISK and NO COST*** teaming with Above the Standard to explore cost reduction
You Win!!!

✓ If we save you money, **great** - it's a net reduction in costs!

✓ If we can't save you money, there's no cost to you!

✓ You can take comfort that you have tested and proven that you're getting best value!

 **Why Work With Us?**

Client Next Steps!

Above the Standard Conducts a High Level Cost Reduction Process

- ✓ We conduct a no cost assessment for potential cost reduction areas.
- ✓ Based on this assessment, a prioritized list of spend areas for potential cost reduction are presented for your selection.
- ✓ Parties execute client agreement for spend areas to be procured, with agreed upon compensation.
- ✓ Subject to Your Requirements, ATS Creates and Conducts Request/Bid Process (RFP) for selected spend areas (we do 99% of all the work, requiring very little from you). ATS leverages quantity discounts.
- ✓ We will: (1) perform an analysis, (2) conduct research, (3) qualify vendors, (4) issue RFPs, (5) negotiate with vendors, (6) apply other activities to reduce your costs, (7) improve quality and/or service for the applicable area(s) of procurement.

Client Next Steps! Continued. . .

Above the Standard Conducts a High Level Cost Reduction Process

- ✓ Communicate regularly with those involved in the process.
- ✓ Complete each Request Process.
- ✓ We present vendor rankings and recommendations to you with expected savings.
- ✓ You agree to choose one or more vendors from our ranking.
- ✓ Selected supplier submits the contract to client and is signed in accordance to what was specified in the Request Process.
- ✓ We both verify cost savings through the finalized RFP process and agree on the expected savings (we invoice you for our share of the savings).
- ✓ Other projects continue in accordance with your need.

Above the Standard
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 **Contact Us!**