

## Areas of Expertise



**Increase EBITDA**

**Optimize Cash Flow**

**Enhance Process Efficiency**

**Improve Operational Performance**

## Industries

Manufacturing & Wholesale Trades, Cable, Communications & Utilities, Construction & Engineering Services, Hospitality, Retail Trades, Professional Service, Distribution, Education, Healthcare & Social Services, Transportation & Warehousing, Municipalities, Agriculture, Non Profits

## Positions Held

Managing Director, Nimble Leader

Director, Expense Reduction Analysts

Adjunct Accounting Professor, West Chester University

CFO, Contoller, Auditor for National Homebuilding Companies

Senior Auditor, Kenneth Leventhal & Co

## Education | Certifications

MBA, LaSalle University

BS, Accounting, Mount St. Mary's College, MD

Certified Public Accountant

## Publications

Recover Hidden Cash Flow, Strategic Finance Magazine

## Speaking Engagements

8 IMA Chapters, Recover Hidden Cash Flow

4 Vistage Peer Groups, Recover Hidden Cash Flow

## Personal Brand | Experiences and Successes

**Reduce Unnecessary Spend.** Across all facets of the procurement supply chain.

**Core Value:** Deliver comprehensive cost containment solutions for Business Owners, CEO and CFO clients

### Improve EBITDA | Optimize Cash Flow

- Deliver additional profit to your business. 15 - 30% expense reduction; corresponding increase in working cash flow; assume 12 month time horizon.
- Core process: Align benchmark data with insider experts – multiple vendor industries; global network of 650+ experienced consultants across procurement supply chain.
- Execute savings without jeopardizing existing relationships; without forcing clients to use specific vendors; without degradation in quality or service – while concurrently improving process efficiencies.

### Improve Operational Performance

- Cable System Operator, Savings of \$4.3M, 28%
- Dairy Cooperative, Savings of \$1.4M, 24%
- Distribution, Savings of \$486k, 10%
- Retail, Savings of \$445k, 19%
- Auto Parts Manufacturer, Savings of \$1.4M, 18%
- Healthcare, Savings of \$537k, 18%
- Consumer Products, Savings of \$700k, 16%
- Oil & Gas Exploration & Prod, Savings \$1.3M, 22%
- Financial Services, Savings of \$796k, 18%
- Non Profit, Savings of \$393k, 28%

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# Expense Reduction Analysts

## TOP TEN PROCUREMENT MISCONCEPTIONS

Common misconceptions drive procurement behaviors which often result in overpaying suppliers.

Suppliers give similar pricing to similar clients and customers.



Group purchasing will always get you the lowest costs.



Supplier loyalty translates to best pricing and service.



More volume always gets you a better deal.



Getting three bids will get you to the best price.



Lower price means lower quality and service.



Lowest price is the same as lowest cost.



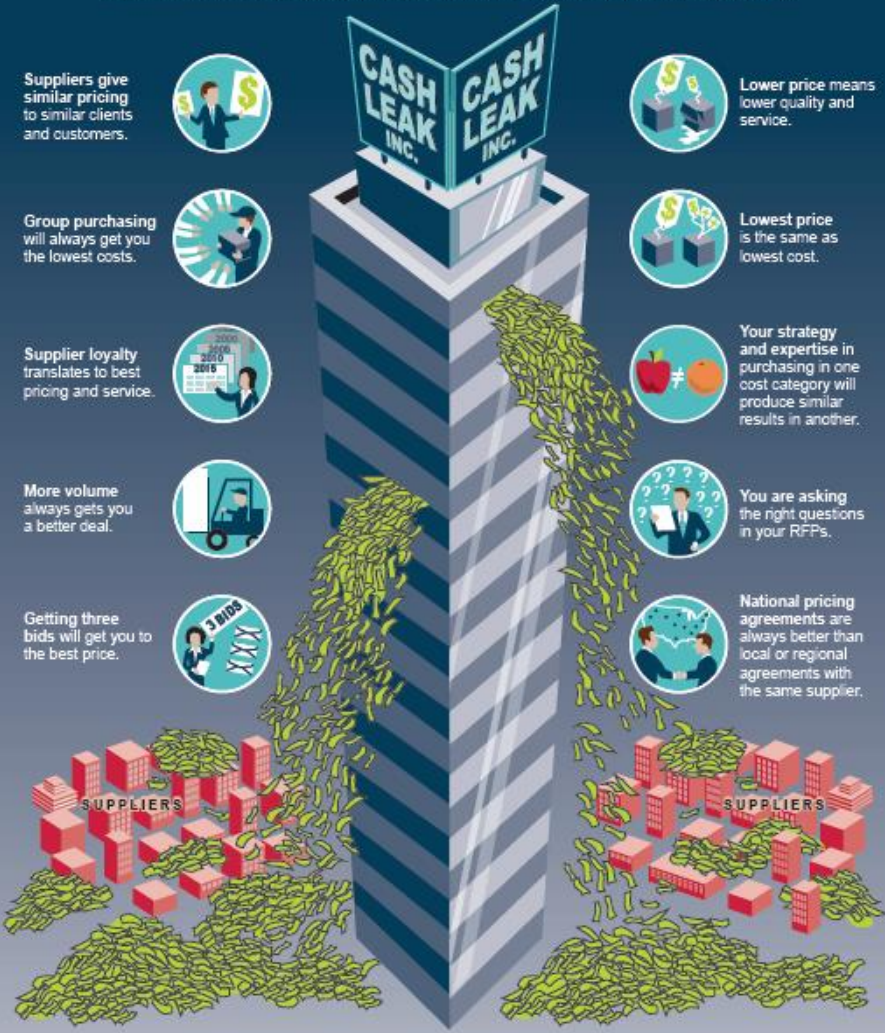
Your strategy and expertise in purchasing in one cost category will produce similar results in another.



You are asking the right questions in your RFPs.



National pricing agreements are always better than local or regional agreements with the same supplier.



Is your organization limited by some of these beliefs?

## THE PATH TO EXCELLENCE



1 Develop a strategy and a plan.

2 Analyze and validate your actual purchasing history to the lowest level possible.

3 Understand your qualitative requirements for each cost category.

4 Understand the assumptions and processes that drive your requirements.

5 Understand your suppliers and their industries like your own.

6 Re-evaluate current supplier relationships with these new insights.

8 Negotiate more effectively.

9 Decide, implement, monitor.

10 Embed a real expense control mindset into the company culture.

RESULT  
Cash out (leak) becomes cash in.

These best practices will recover significant cash flow to put back into your business.