



# Expertise You Can Trust

## We Provide Profit Enhancement Solutions

Strategic Resource Management (SRM) offers a variety of cost savings and services designed to meet the demanding profit and improvement goals of your organization. As an independent consultant, we provide a fresh and innovative perspective. SRM specializes in identifying opportunities for improved profitability previously undiscovered or overlooked, implementing the opportunities and measuring the net savings.

## Proprietary Cost Model & Benchmarks

After a big purchase negotiation, many are left to wonder, "Did I leave money on the table?" What sets SRM apart is its proprietary cost model and extensive cache of industry benchmarks.

Using a cost model that accounts for all the various pricing factors, SRM provides an objective, informed assessment of the savings and performance opportunities. With these, our clients can confidently approach a vendor negotiation with the expertise and data needed to optimize supplier contracts.

With this powerful combination in play, over 90% of our clients have reduced costs by up to 30%, without changing any specifications or the incumbent supplier.

## Non-Invasive Approach

SRM can assess a wide variety of cost impact areas for you very quickly, since the bulk of this work is done off-site by our project management team. Your staff requirements are kept to a minimum in assessing any project area, as it is SRM's goal to present hard dollar opportunities without disrupting your daily operations.

## Controllable Agreement

You control your destiny with an SRM engagement. We presume nothing through the assessment and recommendation phase regardless of how compelling the projected lift appears. SRM works hard to identify and present viable business opportunities for you. Yet, we only implement recommendations that you accept.



"Their cost benchmarks and product knowledge have helped us deliver strong financial growth to our investors."

## Performance Based Fee Structure

SRM has successfully completed thousands of cost reduction projects with our valued client base, and we are confident that we can impact your bottom line. There is no charge for the cost modeling and assessment that SRM performs on your behalf. We only earn a fee if we can effectively produce savings for you. Our clients have found that there are only two possible outcomes from signing with SRM.

1. We find no opportunities, and leadership can rest assured that costs are aligned with fair market pricing.
2. We find one or several areas for cost reduction, and your organization stands to benefit in as little as 90 days.

### Cost Impact Areas

With nearly two decades of expertise in profit enhancement, we use a data-driven process to focus on cost reduction in a host of impact areas, a few of which include:

- Packaging
- Raw Materials
- Temporary Labor
- Transportation
- Component Parts
- Administration
- Facilities Management

### Our Work Speaks for Itself

An engagement with SRM is a targeted effort to reduce costs for your organization. Our quantifiable results average between 10%-30% savings per project area. When you consider six, seven, or eight-figured spends, our results quickly add up. Additionally, we have many references that you can contact at organizations that are similar to yours.

### About SRM

Founded in 1992, Strategic Resource Management (SRM) is an independent consulting firm that helps clients reduce expenses, generate revenue and maximize profitability. Drawing on its extensive experience, market insight, and robust proprietary benchmarking database, SRM helps organizations maximize profitability without sacrificing quality or valued vendor relationships. Services include benchmarking, negotiation, contract development, implementation, management, audit, and tracking. To learn more about how SRM can help your business, please call 1-800-748-2577 or visit our website – [www.srmcorpnmfg.com](http://www.srmcorpnmfg.com) - for details.



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**“SRM’s ability to organize and simplify the bid process was valuable to our vendors, and resulted in Potandon receiving the lowest possible cost.”**

**– Steve Elfering – VP of Operations, Potandon Produce, LLC**



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**“SRM delivered on its promise. I don’t think we could have found these savings without the help of SRM. Their cost benchmarks and product knowledge have helped us deliver strong financial growth to our investors.”**

**– Ches Jackson – President of Supply Chain Management, Monogram Food Solutions**