



PEARL LOGIC

Operating Services Optimization and Cost Reduction
Solutions for Enterprise Business Clients
across the United States



Where innovative thinking and superior insight converge

Specialists in Expense Mitigation, Cost Reduction and Spend Management Optimization Solutions



Operating Services Optimization — What We Do

Pearl Logic's mission is to help Clients optimize the implementation and use of their Operating Services across their entire organization to meet precise business requirements while significantly reducing overall operating costs. Our skilled consultants, analysts and engineers have gained the knowledge to accomplish this through decades of broad and extensive business analysis, engineering, financial auditing and implementation experience. 98% of our Clients have realized a **7% - 15%+** reduction in Operating Services and Infrastructure operating expenses, while at the same time experiencing a significantly higher level of Customer Service and Support.

Pearl Logic's Operating Services and Infrastructure Consulting group provides a comprehensive audit and inventory of all services at each Client location;

- Audit, Analysis & Service Inventory
- Optimization & Re-engineering evaluation
- Process & Service improvement
- Optimization & Cost Reduction recommendations with detailed reporting
- Planning & Contract negotiation
- Implementation & Vendor management

Pearl Logic will facilitate all necessary implementation and optimization of services for all operating service changes. This includes every type of operating service used by businesses, across their entire business enterprise, where a recurring "operating expense" is incurred.

Why Our Services Are Of Value

In the mid-1980's, the Department of Justice began a series of actions that led to the deregulation of many industries, to remove barriers of entry and escalate competition across all markets segments and business activities. By doing so, this ultimately set the stage for explosive advancement of new services, and the creation of numerous new products, services, vendors, service providers, technologies and solutions.

The rapid adoption of function and purpose specific new products, services, technologies and solutions, was the beginning of explosive changes within the corporate IT, finance, customer service, telecom, facilities, accounting, HR, training, production, purchasing, sales, marketing and operations departments across all industries and vertical markets.

While the Department of Justice stimulated an evolution of centralized and distributed operating service options, it left businesses with choices that could never have been imagined thirty years ago. When business executives, owners and managers lack the time, resources, tools and expertise to realize which exponential advancements and solutions are best suited for their company, Pearl Logic can help.

Pearl Logic keeps pace with continual advancements of almost every possible type of business operating services and infrastructure products and services allowing us to provide prudent recommendations on service vendors and business solutions.



For more information please contact
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Our Service

Pearl Logic provides comprehensive audit, analysis, inventory and optimization evaluation of all of our Client's Operating Services and Infrastructure, along with detailed reporting and summarized recommendations that optimize the implementation of their Infrastructure and Operating Services; clean-up and limit the number of Service Provider Vendors and Invoices Clients are forced to manage every month, and reduces operating costs without compromising quality and reliability. Our experience has shown that, on average, we can reduce enterprise-wide operating expenses by **7% - 15%+** for 98% of the Clients we work with. In exchange for our services, our fee is based upon a 25% share of the savings found through our processes, with our Business Clients, for the first 36 months; with 100% of all savings accruing to our Clients in month 37 and beyond. We do **NOT** invoice for any of our services until our Clients actually begin to realize the cost reductions that our processes have identified and implemented; **NOR** do we charge any up front retainer or other type of expense fees.

If we're unable to find any cost reductions, the Client does **NOT** pay a single penny and therefore, there is 100% "**ZERO**" risk when engaging with Pearl Logic. In essence, our Clients have absolutely "**ZERO**" risk and only **Reduced Operating Expenses**, Greater Optimization of Infrastructure and Operating Services, and significantly higher levels of **Customer Service** and **Support**, to gain.

Example of Potential Savings

- **Current monthly Operating Costs = \$250,000**
- **Savings identified by Pearl Logic = \$25,000/month (10%)**
- **Pearl Logic's monthly fee (25% for 36 months) = \$225,000**
- **Client savings year 1 (after Pearl Logic fee) = \$225,000**
- **Client savings month 37 and beyond = \$300,000 per year**

Our Role

Pearl Logic works with our Business Clients as an independent and objective "Vendor Neutral" advocate to provide "value added" assistance as a fresh pair of experienced eyes, an extra pair of hands and an experienced understanding of how to optimize our Client's Operating Services and Infrastructure environment. We know from decades of experience that all of the different organizational department managers tasked with overseeing daily functions, activities and the company's Operating Services and Infrastructure resources, are at a disadvantage because of the day-to-day challenges of simply keeping things running smoothly. Between not having time, resources, methodologies, tools, processes and the daily exposure that Pearl Logic has to multiple business environments, and Vendor solutions, technologies, products, service options, solutions and resources, it's impossible to effectively do what Pearl Logic does. Our role is to assist these managers by sharing our extensive experience and expertise that has come from doing what we do for Clients across all business types and segment.

To learn more about how Pearl Logic can help you, please visit www.PearlLogic.com. In the meantime, we're ready to serve you and look forward to doing so when you're ready to start reducing your Operating Services and Infrastructure operating expenses.



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Examples of some of the many areas where Pearl Logic completes an audit and analysis as part of a overall comprehensive Expense Mitigation project



Office Automation Services

- Copier, Printer, Scanner, Fax Output Costs
- Equipment / Service Maintenance Contract Costs
- Service Agreement Costs, etc.

Utility / Energy Services

- Natural Gas, Electric, Water (in deregulated markets)
- Local / State / Federal Energy Plan Benefit opportunities
- Fuel Oil / Propane Service Expenses, etc.

Physical Facility Services

- Building Security / Control System Expenses
- Facility Heating & Cooling Maintenance Expenses
- Waste Disposal (including Medical) Expenses, etc.

Insurance / Risk Management

- Business Insurance (Property, Causality, Liability)
- Worker's Compensation, etc.

Fleet Vehicle Services

- Fleet Lease, Insurance & Management Expenses
- Fleet Maintenance & Repair Costs
- Fleet GPS / Fuel Service Expenses, etc.

Freight, Shipping & Postage Services

- General Postage / Overnight Shipping Service Expenses
- Airfreight / Intermodal Shipping Expenses
- LTL / Truckload Shipping Expenses, etc.

Marketing & Advertising Services

- Yellow Page / Directory Services Expenses
- Outbound Telemarketing / Telesales Service Expenses
- Website / Email Marketing Service Expenses, etc.

HR Department Services

- Employee Benefits Service Expenses
- Payroll Services Expenses
- Other HR Service Expenses (Background Checks, Drug Screenings, COBRA Administration, etc.)

Merchant Services

- Credit Card Processing Services Expenses
- Merchant Account Expenses
- Check Processing / EB Services, etc., etc., etc.

Telecom / Datacom Services

- All Voice, Data & Wireless Network Service Expenses
- All Voice, Data & Wireless Network Equipment Expenses
- Any & all of the hundreds of types of other Voice, Data & Wireless Services expenses incurred by businesses.

IT Services

- All IT Network Application, Software, Security, Data Storage, Management, Service Expenses (too many to list).
- All IT Hardware, Infrastructure, Data Center, Equipment, Facility, Maintenance, Lease Expenses (too many to list).
- Any & all of the hundreds of types of other IT Services & Equipment expenses incurred by businesses.

Plus many, many, many more,.....

Benefits

- Lower Operating Costs & Improved Cost Controls
- Increased Margins / Profits (for-profit organizations)
- Increased Working Capital & Company Market Valuation
- Increased Operating Capital at 0% Interest (Found Money)
- Improved Efficiency & Optimization of Operating Services
- Uncover & Eliminate Vendor Billing Errors & Inaccuracies
- Improved Client Contract Terms & Vendor Discounts
- Improved Level of Vendor Customer Service & Support
- Significantly Improved view of all Operating Cost Spending
- Vendor / Service Consolidation
- Improved Accounts Payable Processing
- "Zero" Financial Exposure / No Financial Risk
- Minimal Staff Involvement, Time or Resources
- No Extra Project Staff Expenses
- No "Out-Of-Pocket" Costs
- Entire Pearl Logic Project "Virtually Cost Free" - absolutely "ZERO" additional Client budget requirements – **paid from SAVINGS (Found Money)!**



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