

EECO Freed Up More Than \$420,000 While Gaining Control of G&A Expenses.

Raleigh, NC - based electrical distributor EECO was spending over a million dollars per year on their general and administrative expenses. EECO, like most companies, was looking for ways to reduce indirect costs. Not having the technical expertise or bandwidth to optimize these types of expenses, EECO engaged Lost & Found, who developed a plan to review 4 different G&A categories to identify errors and overcharges, to ensure best in class pricing and to actively manage those costs going forward. Lost & Found reduced EECO's cell phone expense by \$46,000.00, solid waste and recycling by \$126,000.00, small parcel shipping by \$230,000.00, and reduced merchant service fees by \$40,000.00.

Achieve Results, "It's Mine - I own It"

Achieving Results is a corporate responsibility that is taken very seriously, along with owning an issue. That "what else can I do?" mentality is what drives companies to cut costs wherever they can.

"Lost & Found continues to monitor our invoices monthly to ensure vendors are abiding by the newly negotiated terms, that there are no billing errors, and to investigate further opportunities for cost savings as they arise. The best part for me is that we did not have to invest anything up front. Lost & Found's fees are contingent upon them reducing monthly costs. Fees are paid on a monthly basis, strictly calculated on ACTUAL REALIZED savings. I cannot think of any other professional services I use where fees are tied to hard cost reduction."



Jason Emanuel, CFO

"The cost savings freed up money for other priorities & helped us green-light more budget requests during our annual planning process. "Our company made a minimal time investment and the Lost & Found team did everything else. They assigned auditors with extensive industry knowledge and experience in each expense category, not only to analyze our invoices and discover areas to reduce costs (with no reductions in service), but also to perform a historical audit to identify and return any over-payments from past billing errors. The auditors had worked within the industries they were auditing and knew exactly which costs, fees, and terms vendors were willing to eliminate or negotiate."

