



THIS IS AN EXAMPLE OF A REAL REPORT THE CUSTOMER NAME HAS BEEN CHANGED TO 'CUSTOMER A' FOR CONFIDENTIALITY

Customer A Saving Report

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1. Report Overview:

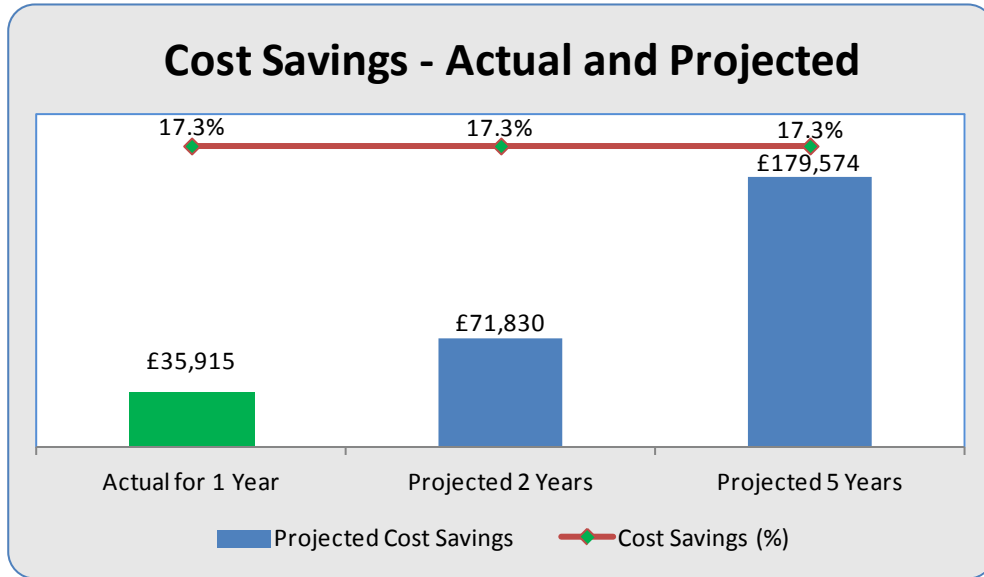
Customer A has asked ICC to review the pricing for its suppliers in the areas of Taxis, Stationary, and Mobiles.

ICC has identified savings of 20% for stationary equating to approximately £2,000 p.a. and 23% for taxis equating to approximately £11,000 p.a.

The saving on mobiles is conservatively estimated from previous experience at 15%. Given the indicative spend of £17,500 per month this would equate to £22,500 p.a.

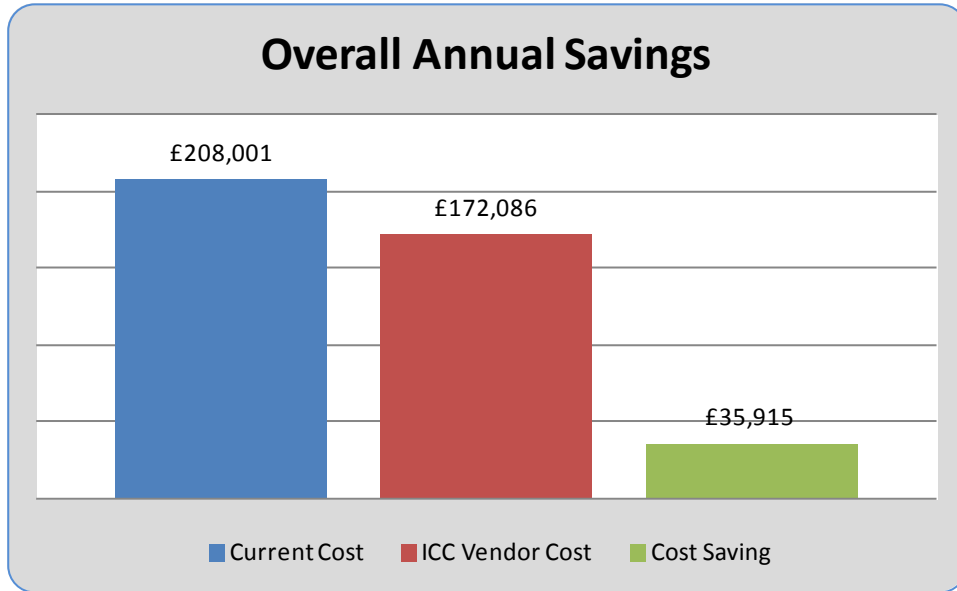
Therefore, by using ICC's selected vendors, Customer A can save in the region of £35,500 p.a.

2. Customer A - Overall Saving Summary



	Actual for 1 Year	Projected 2 Years	Projected 5 Years
Current Cost	£208,001	£416,003	£1,040,007
Projected Cost Savings	£35,915	£71,830	£179,574
Cost Savings (%)	17.3%	17.3%	17.3%

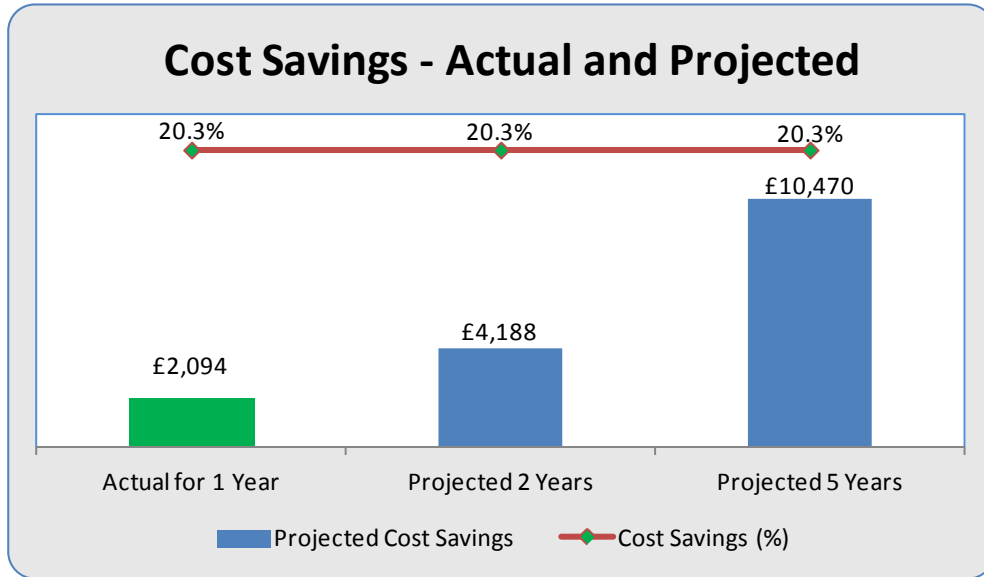
3. Customer A - Overall Annual Savings



	Annual
Current Cost	£208,001
ICC Vendor Cost	£172,086
Cost Saving	£35,915
Cost Savings (%)	17.3%

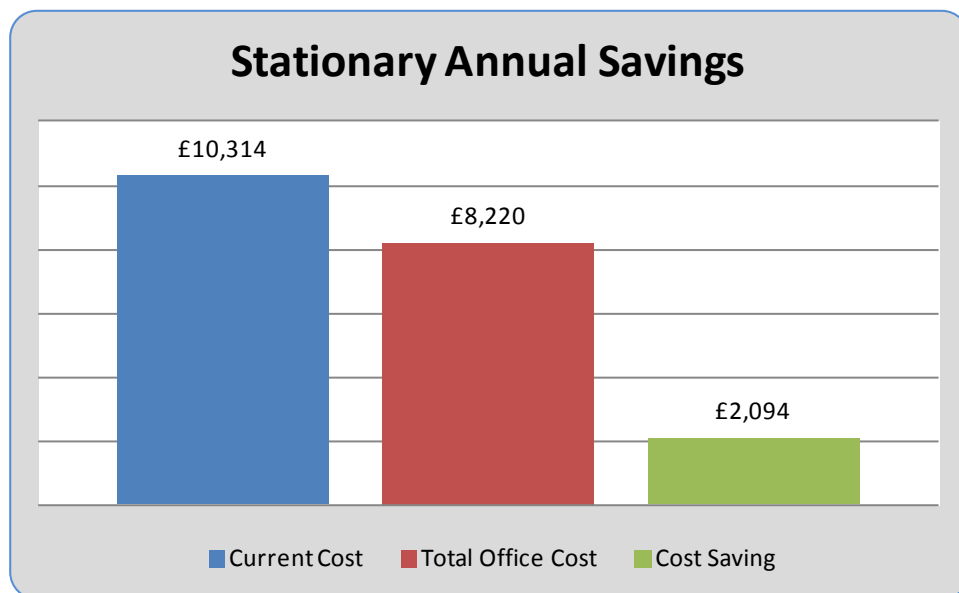
* Note - Estimated figures - subject to receiving actual spend data

4. Stationary Actual and Projected Savings Summary



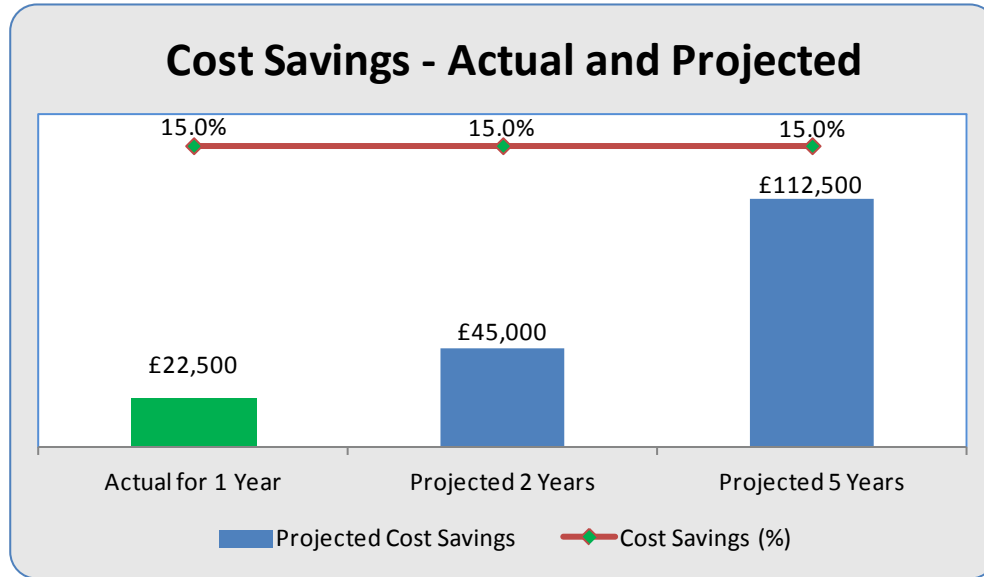
	Actual for 1 Year	Projected 2 Years	Projected 5 Years
Current Cost	£10,314	£20,628	£51,569
Projected Cost Savings	£2,094	£4,188	£10,470
Cost Savings (%)	20.3%	20.3%	20.3%

5. Stationary Actual Annual Savings



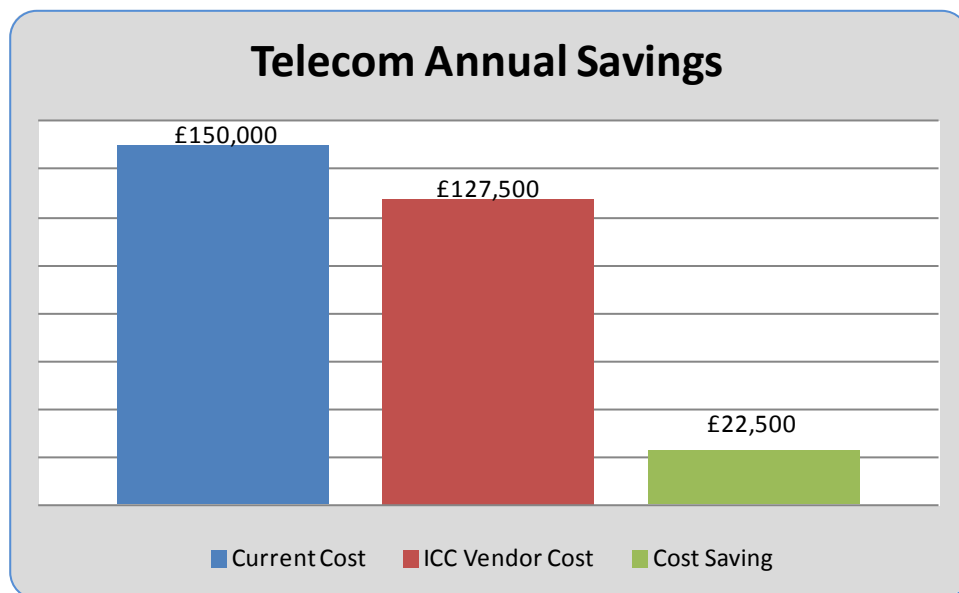
	Annual
Current Cost	£10,314
Total Office Cost	£8,220
Cost Saving	£2,094
Cost Savings (%)	20.3%

6. Mobiles Actual and Projected Savings Summary



	Actual for 1 Year	Projected 2 Years	Projected 5 Years
Current Cost	£150,000	£300,000	£750,000
Projected Cost Savings	£22,500	£45,000	£112,500
Cost Savings (%)	15.0%	15.0%	15.0%

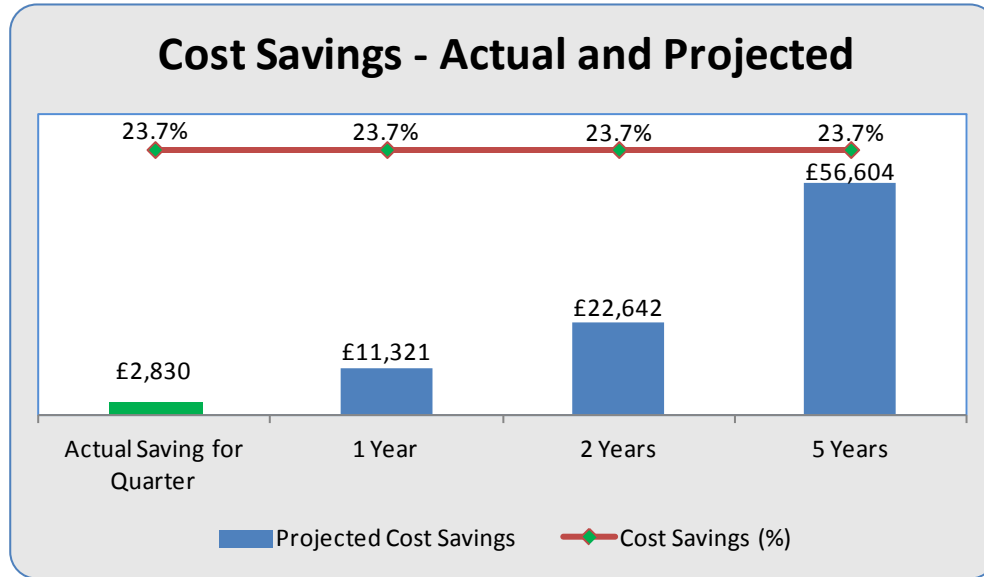
7. Mobiles Actual Annual Savings



Current Cost	£150,000
ICC Vendor Cost	£127,500
Cost Saving	£22,500
Cost Savings (%)	15.0%

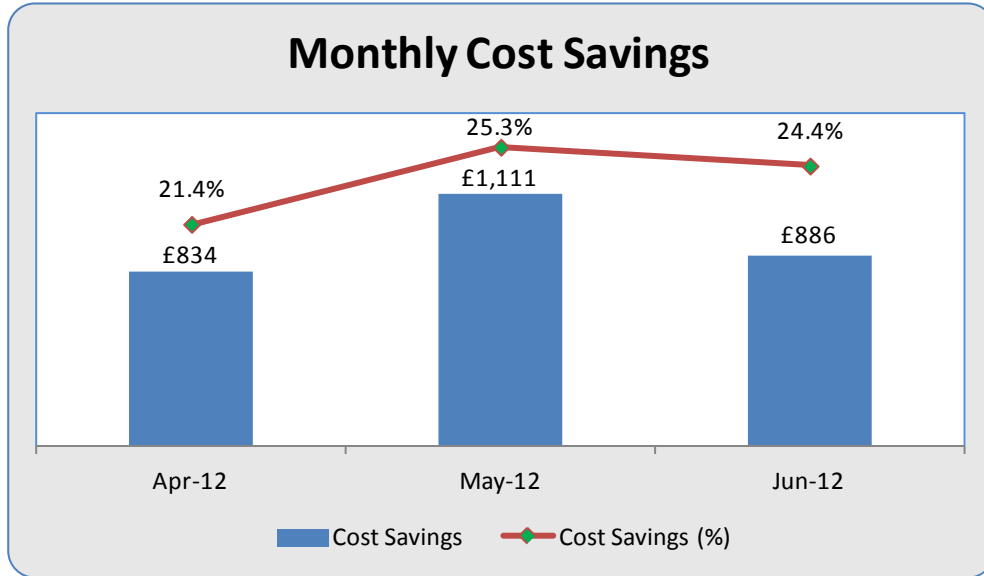
* Note - Estimated figures - subject to receiving actual spend data

8. Taxi Actual and Projected Savings Summary



	Actual for Quarter	Projected 1 Year	Projected 2 Years	Projected 5 Year
Cost	£11,922	£47,688	£95,375	£238,438
Cost Savings	£2,830	£11,321	£22,642	£56,604
Cost Savings (%)	23.7%	23.7%	23.7%	23.7%

9. Taxi Actual Monthly Saving Summary



	Apr-12	May-12	Jun-12	Quarter
Current Cost	£3,900	£4,387	£3,635	£11,922
Cost Savings	£834	£1,111	£886	£2,830
Cost Savings (%)	21.4%	25.3%	24.4%	23.7%

10. Supplier Profiles

Deleted for confidentiality

11. Conclusion and Next Steps

Deleted for confidentiality