

e-impensa



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Printable web brochure

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'Cutting the Cost of Little Things to Make a Big Difference'

'Businesses need e-impensa'

Whether you are looking for opportunities to cut your operating costs or just need senior management support with a proven track record for delivering success, e-impensa can help you meet your objectives quickly and efficiently at the lowest possible cost.

e-impensa is bound by its own 'code of practice' and strives to provide exceptional service to all its clients. Whether you require short or long term assistance e-impensa can help. As we charge by the day we are able to offer daily, weekly or SLA rates. This is ideal for small and medium companies who do not require a full time presence.



While each cost reduction assignment is different, we adopt the same proven methodology to benchmark the client's costs and develop sustainable and robust cost reduction solutions.

Are we good at what we do ?

Yes, this is why we have built a successful business. Built on reputation and recommendation

Can we make a difference ?

Yes, whether it is a major project or just a cost saving exercise we can make a difference to your bottom line figures

Why use e-impensa?

Reduction in payment terms

Manpower Resources

Aged Debt

Supplier Reduction

Interim Management

Confidential Assignments

Specialists Projects

Regional or Area Management

The sectors below are the most common areas we work in. If your company sector is not on the list please get in touch our services are available to all business groups

Education

Construction

Manufacturing

Charities and Local Enterprises

Retail

MOD

NHS

New Start Up Ventures

Who are we ?

Straightforward - To the point - No Nonsense and Professional Service

e-impensa was set up by Ken Howard to assist small companies and organisations with reducing their supplier costs concentrating on a limited number of areas within each business. Over a short period of time and with some notable successes, it became clear that we could apply the same model across a wider range of sub-divisions on any sized organisation to make significant savings and reduce overall running costs.



Unlike a lot of Cost Management or Cost Analysis companies e-impensa do not charge based on a percentage of the amount saved. In our experience, this type of charging model can be a strong motivator for companies operating in this sector who are focused on short term gains rather than the long haul. At e-impensa we take a long term view that is sustainable and beneficial to both our clients as well as suppliers and have a simple fixed rate charging model that is tailored to suit our client's needs.

We pride ourselves in providing a first class service to help and support our clients run a cost effective operation. On that basis, our initial review is absolutely free apart from the time you invest in helping us to understand your business and so that we can assess and size potential opportunities.

Whether you are looking for opportunities to cut your operating costs or just need senior management support with a proven track record for delivering success, e-impensa can help you meet your objectives quickly and efficiently at the lowest possible cost.

e-impensa is bound by its own 'code of Practice' and strives to provide exceptional service to all its clients. *Our aim is to work in partnership with your company to identify cost savings which will improve your bottom line. We want to build a relationship that is beneficial to both companies and to sustain this working partnership for years to come.*

Code Of Practice

Our Mission

Is to provide a first class service that enables our clients to achieve their financial objectives by reducing costs and managing their company more efficiently. In order to achieve our mission we will conduct our business with the following code of practice in mind:



Confidentiality

We are committed to maintaining the highest degree of integrity in all our dealings with potential, current and past clients, both in terms of normal commercial confidentiality, and the protection of all personal information received in the course of providing the business services concerned. We extend the same standards to all our customers, suppliers and associates.

Ethics

We always conduct our own services honestly and honourably, and expect our clients and suppliers to do the same. Our advice, strategic assistance and the methods imparted through our training, take proper account of ethical considerations, together with the protection and enhancement of the moral position of our clients and suppliers.

Law & Regulations

Our actions and advice will always conform to relevant law and any regulatory requirements in the sectors we operate within.

Payment

We aim to be as flexible as possible in the way that our services are charged. We make no attempt to charge interest on late payments, so we expect payments to be made when agreed.

Intellectual property and moral rights

We respect the moral and intellectual copyright vested in our clients' intellectual property.

Quality assurance

We maintain the quality of what we do through constant ongoing review with our clients, of all aims, activities, outcomes and the cost-effectiveness of every activity. We encourage regular review meetings and provide regular progress reports.

Professional conduct

We conduct all of our activities professionally and with integrity. We take great care to be completely objective in our judgement and any recommendations that we give, so that issues are never influenced by anything other than the best and proper interests of our clients.

Equality and discrimination

We always strive to be fair and objective in our advice and actions, and we are never influenced in our decisions, actions or recommendations by issues of gender, race, creed, colour, age or personal disability.

General Information

Working Hours

At e-impensa we do not conform to the normal 9 am until 5 pm routine. We work when you work. If you are carrying out shift work, require early morning or late finish appointments we will be there. There may be occasions where you may need an 'out of office' meeting just let us know in advance and we will arrange this for you.



Point of Contact

You will always have 'one point of contact' throughout your contract with e-impensa.

Confidentiality

Confidentiality is paramount in any business. e-impensa ensures that it is a priority. From the initial discussions, working with colleagues, carrying out the project through to the completion of the task everything discussed or utilised is kept strictly confidential.

Fair Cost

At e-impensa we offer a fixed rate service. This ensures that you, the client know what you are paying for prior to any project being undertaken. We take no percentages from your profit. Whether you are working on a daily rate, weekly rate, SLA agreement or contracted terms you will know in advance what the costs are.

Recommendations

We pride ourselves on the work and results we achieve. A vast majority of the work we undertake is from recommendations from our clients. We aim to keep it this way.

Project Time scale

This all depends on the type of project you require. It could be a simple cost reduction exercise which could take a day or two or it could be more complex running into weeks. We will identify the requirements on our first visit.

Areas of Interest

We specialise in many areas and work across a wide and varied sector. These include

Retail

Education

Construction

Manufacturing

MOD

NHS

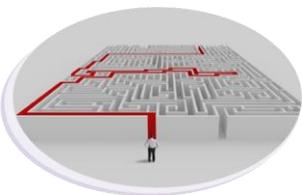
Public Bodies

Councils

to name a few. Whether you are a multi million pound concern or a small company we can help. e-impensa will also look at Area or Regional assignments on behalf of their clients.

Local Charities

We are more than happy to work with local charities. We offer a free service to our local charities within the Colchester Borough area.



What we offer our clients

We offer our clients two types of bespoke services which can be selected individually or combined. First is a Cost Management and Supplier Reduction service and secondly an Interim Management service. All information will be

treated strictly confidential and will not be used or shared with any other parties. A Non-Disclosure Agreement can be signed on demand to protect the client's interests.

Cost Management and Supplier Reduction

We work in tandem with our clients to identify areas within the business where there may be opportunities to realise cost savings and then drill into these in detail to determine potential gains and how these can be achieved. All recommendations will be presented back to the client for approval before any changes are implemented.

Typical areas covered include;

Vendor/Supplier costs

Resources (manpower)

Vehicle Hire or Leasing

Payment terms & Aged Debt

Change Management

Regional or Area representation

Logistics

Tender and Bid

Re Negotiation of contracts terms and conditions



Confidential Assignments and Specialist Projects

Utilising our past skills and experiences e-impensa are increasingly being asked to carry out projects 'out with' the normal realms of business activities. These projects range from

Audit Counts and rechecks of equipment, stock and process checking

Manpower Investigations

Internal Processes

Theft

Working with Shareholders, Managing Directors and Senior Personnel we are committed to our confidentiality agreement and carry all our projects out to the highest of standards.

Cost Management

Cost management is the process by which companies control and plan the costs of doing business. Individual projects should have customised cost management plans, and companies as a whole also integrate cost management into their overall business model.

There is no single accepted definition for this term, because it has such broad applications and possible strategies. When properly implemented, cost management will translate into reduced costs of production for products and services, as well as increased value being delivered to the customer.

For a company's management to be effective overall, cost management must be an integral feature of it. It is easiest to understand this concept if it is explained in the context of a single project. For instance, before a project is started, the anticipated costs should be identified and measured. These expenses should then be approved before any purchasing occurs.

During the process of completing a project, all incurred costs should be noted and kept in a record of some kind, to help ensure that the costs are controlled and kept in line with initial expectations, to the extent that this is possible.

In an economic downturn, most companies take the wrong approach to lowering their supplier costs.

They tend to seek an across-the-board, per-unit price cut and they end up clashing with suppliers who are facing business challenges of their own and simply can't drop their quote any lower.

With anything from 20-40% of their operational spend tied up in the supply chain, it's no surprise that companies want to closely manage their costs in this area.

We believe the answer is to look beyond the transaction price of a part or service and instead examine the total cost of doing business with suppliers. To lower over cost structures companies need to focus more strategically on structural improvement. Often, there's plenty of inefficiency to drive out in other areas for example , overheads, warehousing, logistics and the cost of quality. Other areas of interest are manpower resources , change management , re negotiation of contracts , payment terms and conditions and finally 'the way we do business'.

At the initial brief , e-impensa will ensure that they document all aspects of the project. We may ask for some confidential information and we may require various resources and documentation however what we extract from the meeting will be kept confidential at all times.

Interim Management

Our interim management service is the temporary provision of management resources and skills to manage a period of transition, crisis or change within an organisation. We specialise in the management and delivery of bespoke projects and can provide a new and fresh approach to our clients without the need for long term employment contracts.

Benefits of working with e-impensa

The support of an experienced senior manager with a proven track record in delivering savings and managing the delivery of key projects

An expert negotiator with the skills and abilities to agree the best possible terms and conditions that enables you to compete in uncertain economic times

A skilled people manager who can collaborate at all levels and bring teams together to work towards a common goal

A fresh pair of eyes within your organisation who can look objectively at opportunities without disrupting existing operations

A fixed rate charging mechanism so you know what your costs will be up front and no surprises

As well as providing immediate access to experienced senior management resources, interim managers repeatedly deliver added value through successful projects, performance improvements or increased market capitalisation.

The financial benefits of an interim manager are often gauged solely in terms of the recruitment process: there is no search fee, a simple daily rate, no addition to the fixed payroll and no termination costs.

But whilst these benefits are undoubtedly attractive in themselves, they overlook the significant impact on results that an experienced and successful senior interim executive can bring to any major project, whether through investments in organisations, people or physical assets.

Research shows that, again and again, interim managers successfully improve business performance, generating many millions of pounds in profit or enormous cost savings, generating a return on investment that far outweighs their fee.

Confidentiality

e-impensa prides itself on the nature of our business ethics. We strive to ensure that all information we receive from our clients is kept strictly confidential at all times

FAQ's



Do we use outside agencies?

e-impensa has a broad range of skills, knowledge and experience within the organisation. If we cannot 'do it ourselves' we will certainly know someone who does. Although most of our assignments are carried out 'in house'. There are occasions where additional professional services may be required. Any 'outside' associate would work under the e-impensa brand and would be bound by our terms and conditions. Any 'outside' Associate taking on an assignment on our behalf would be fully briefed, vetted and contracted to e-impensa.

Are we good at what we do?

Yes we are – we have worked for many small, medium and large companies and organisations on various projects with outstanding results. We ensure that from the first point of contact through to the end of the project that, you as the client are given our upmost attention. At the initial brief we will be able to let you know if we can assist. There are occasions where we may not be able to help for some reason but we will always let you know. Our 'job' is to save you money, this is what we are good at and that is why we stick to our principles Professional , Keeping things simple , Straight Forward, Discrete and Confidential.

Who do you work for?

e-impensa work for a variety of companies and organisations. These include manufacturing, retail, charity, IT, schools and academies and construction. All businesses need to look at their cost structures whether it is man power, supplier costs, change management or payment terms and conditions. At the end of every year all companies want to show a profit and if we can help we can surely make a difference to your 'top line' figures.

How do you make money?

We are certainly not a 'No Win No Fee' company. We have no intention of taking a percentage of your profits plus a large consultants fee. e-impensa work on a day rate. This is negotiated at the initial brief and we stand by this amount. Any savings made are yours to keep. We are not interested in percentage deals, part profits or 'kick backs' from suppliers. e-impensa has no affiliations with any organisation. This allows us to gain the best rates available.

How much can you save me?

We are asked this question every day. This all depends on what the project involves. It is very hard to place an actual amount on savings as projects vary. It could be that the project is fairly simple and straightforward and all you require is some sort of cost savings with your suppliers or the project could be a little more involved i.e. change management, aged debts, supplier's payment terms or re negotiation of contracts. Whatever type of project you require we will always strive to ensure that you get good value for money?

Conclusion

When both parties decide to work together we then work for and with you for the period of the contract. No 'middle men' are involved. As we do not work with preferred suppliers or organisations this allows us to either negotiate , re negotiate terms and conditions preferential to you.

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General Information

Clients who require a confidential service and require an 'off site' visit are requested to stipulate their requirement on the message form.

e-impensa will only deal directly with the main point of contact and will not divulge any information to third parties without the consent of the main client.

If you require a map of our location please get in touch.