



COST CONTROLLER™



Reducing your costs, increasing your profit



CONNECT 2 **LAW**®

Reducing your costs - Increasing your profits

What is CostController?

CostController is the buying group for Connect2Law members. It provides you with access to deals that have been negotiated on your behalf to give you preferential prices for almost all of your daily outgoings.

By using these deals you will save money and therefore release additional profit into your business. There is no charge for accessing these deals as this is one of the many benefits of your membership of Connect2Law.

Essentially, CostController is a scheme that:

- Is free to join
- Can produce meaningful savings for your business which means greater profits for you
- At the outset we offer to every member of Connect2Law that is interested in the buying group a report detailing the level of savings that are available to them.

As Connect2Law grows so will the aggregated buying power of all the members. This means that the prices you pay now within CostController could continue to reduce, thereby giving you greater profits in the future.

To enable the production of such a report we do need to collect detailed information. This can be done either by us visiting your offices and copying relevant invoices within your accounts system or by you sending copies to us. The process usually takes only a couple of hours but is essential to ensure accurate reporting.



The report will show you, by overhead category, what savings are achievable by your business and these are set out in a table as follows:

Savings Summary Table - An Example

Category	Annual Spend	Savings (%)	Savings(£)
Stationery/IT Consumables	£11,000	38%	£4,180
Print	£4,000	15%	£600
Electricity	£1,494	12%	£180
Gas	£700	10%	£70
Telephones - call charges	£3,156	36%	£1,136
Telephones - line rentals	£1,995	10%	£200
Mobile Phones	£1,540	10%	£154
Photocopiers - copies	£2,285	15%	£342
Photocopiers - rental	£1,921	14%	£269
Total	£28,091	25%	£7,131

Don't forget that "savings equals profit". For a firm with a 25% profit margin they would have to bill £28,524 to gain this level of profit.

What areas does CostController cover?



Office, site, & environment – office supplies, gas, electricity, print, packaging, work wear, transport, waste, recycling, refurbishment, furniture, storage, green solutions.



Financial – business rate reviews, rent appeals, banking advice & review, outsourced cashiers, asset finance, funding, accountancy.



Technology & communications – telephone calls, land line rental & installations, mobile phones, Blackberry, broadband, video & call conferencing, telephone systems, IT systems, IT hardware, IT support, data back-up, website design, search engine optimisation, convergence.



Exclusive products – access to the CostController 'Preview' email service giving you first sight of new deals and exclusive offers as they are released.

Testimonials

“Escalating overheads are a real concern for our business but small firms such as ours lack the time and resources to tackle the problem effectively. Our buying power is limited, leaving us little scope to make savings and cut back on expenditure. Connect2Law CostController is an effective solution. Pooling buying power with other members through the scheme provides us with a much higher buying profile and has drastically reduced our overheads. With the scheme being administered for us these reductions come at little cost to our business, which has benefited from average savings of 21% in the last 12 months with further savings anticipated in the future. This represents a real win/win for the firm.”

Robert Talog Davies – Partner William Jones & Talog Davies Solicitors

“In carrying out an assessment of our practice and reviewing how each of our three offices work together, we have been able to make a significant saving in respect of our general outgoings. It has been particularly helpful that you have been able to meet with my office manager at our premises to review invoices in respect of such items and then to recommend implementations as quickly as you have. I would also wish to thank you for making contact with various suppliers and third parties on our behalf to swiftly put the recommendations into practice.”

Stephen Pearson, Partner, Turner Pearson Solicitors

“Ease, efficiency and economy...CostController. The operators are friendly and supportive, the results are excellent and our business has benefited. Our only regret is that we didn't sign up earlier.”

Janet Davies, Partner, Booth, Ince and Knowles Solicitors

“Controlling overheads is every bit as important as improving fee earning performance. CostController are expert at negotiating the very best prices from reputable suppliers. Cheap can be nasty, but CostController ensure it only negotiates with suppliers who provide a high quality of products and services. We have already saved considerably by switching our main suppliers of Stationery, Electricity and Telephone calls. The people at CostController are both friendly and highly trained and know their stuff. Nothing is too much trouble. The type of people you want to deal with.”

John Mann, Practice Manager, Wrigley Claydon

If you would like to find out how CostController can benefit your business contact the CostController team on **0845 279 7667** or email costcontroller@connect2law.co.uk