

renew



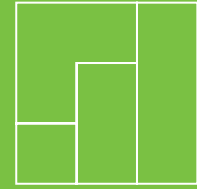
everything
to gain



Most people see an invoice.
We see financial gains.

The background features a blurred financial table with several rows and columns. The text is out of focus but appears to be a comparison of financial metrics across different periods.

Last 3 Years	Last Fiscal Year	This Fiscal Year	Ave Est Mar 5 years
N/A	52.9% (12/1999)	154.0% (12/2000)	47.0%
	14.0%	102.2%	
	-178.3%	7.8%	-155.8%



We recover
over \$100 million
for our clients
annually.

COST RECOVERY SERVICES

- Supplier Payment Reviews (A/P)
- Contract Compliance Reviews

COST CONTAINMENT SERVICES

- Real-time Compliance Reviews
- Contract Administration
- Capabilities Assessment
- Specialty Reviews

We produce hard-dollar results for our clients – specific, tangible and often quite substantial.

Renew offers Cost Recovery and Cost Containment services that deliver extensive recoveries and cost reduction benefits. Our programs ensure compliance with commercial terms, recover lost monies and provide best practice recommendations for contractual and operational improvements.

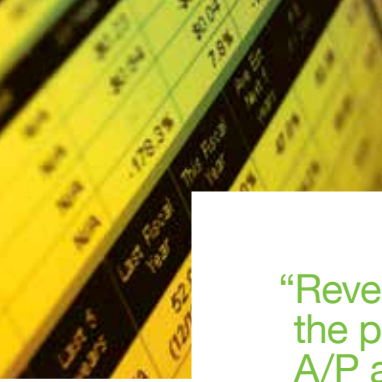
MINIMAL TIME AND RESOURCES REQUIRED

Our programs are conducted with minimal impact on, or involvement of, an organization's valuable resources. Whether on-site with suppliers for Contract Administration or off-site for A/P audits, our technology and streamlined processes maximize efficiency and minimize the use of our clients' time. With oversight from our clients, Renew's team of experienced professionals performs all tasks related to our services.

IMPROVED SUPPLIER RELATIONSHIPS

We respect and value our clients' supplier relationships. Our goal is to improve those relationships, to the benefit of all parties. The key is transparency, which opens the door to more clearly-defined deliverables and well-aligned expectations for both our clients and their vendors.





“Renew’s initial audit was more than double the previous highest recovery amount on an A/P audit ever performed here!”

LOW-RISK AND SELF-FUNDED

Renew’s fee structure for Contract Compliance and Supplier Payment (A/P) Reviews are typically performed on a contingency basis. We get paid a percentage of the actual amounts recovered – delivering fast, tangible results with no budgeting requirements.

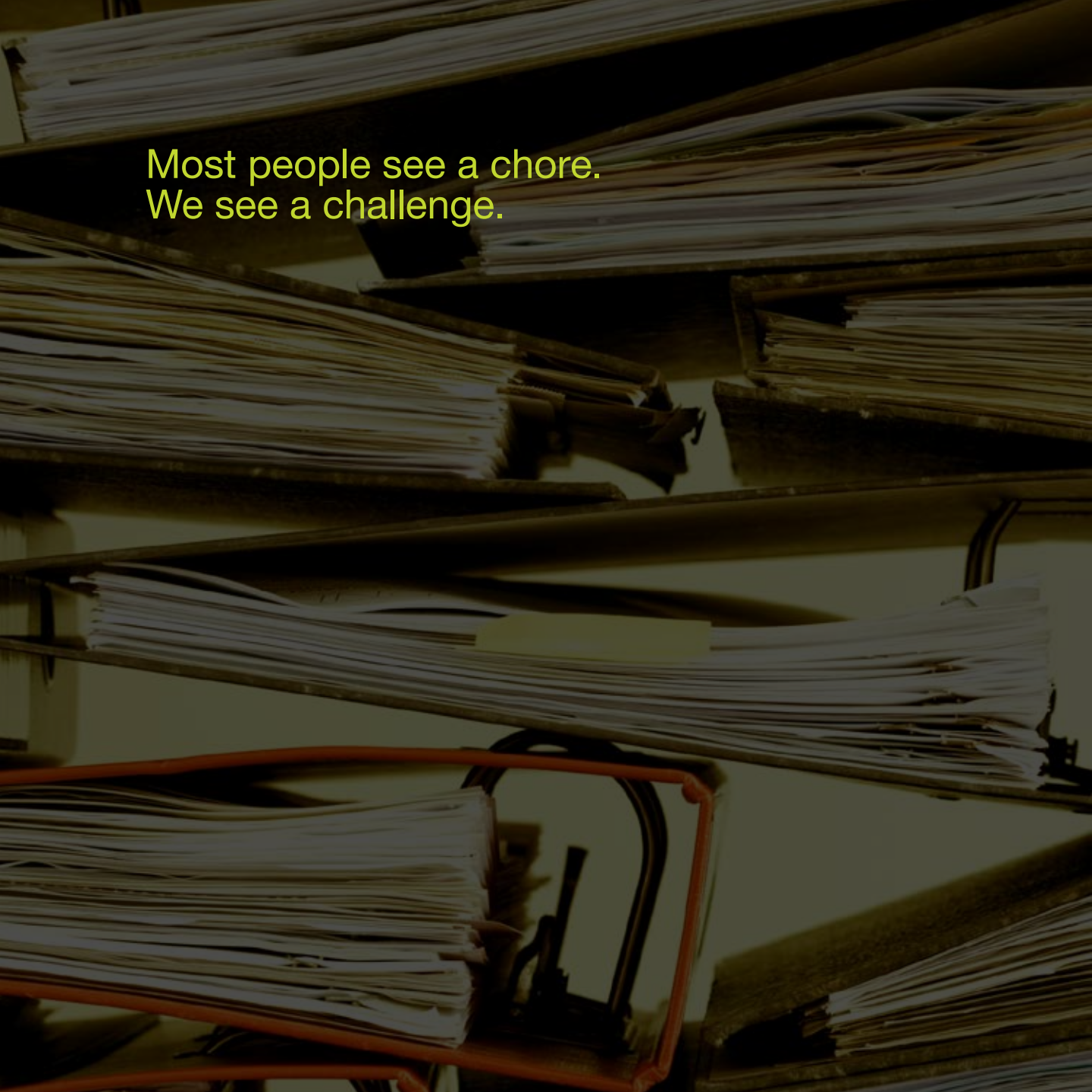
We are so confident that you will be pleased with our results that we place a portion of our gain-share on the line as assurance. We know that our performance will meet and exceed your expectations.

BLUE CHIP CLIENTS

We are the best at what we do – and our blue chip client base reflects the integrity and quality inherent in every aspect of Renew’s process. We are very proud of the longevity of those relationships as well. Year after year, many of the Fortune 100 companies entrust us with their cost recovery and containment challenges.

Please let us know if you would like to hear more – all of our clients are available to provide references.





Most people see a chore.
We see a challenge.



We reviewed
over 2,395,000
invoices and
contacted 26,376
vendors – for
just one client.

Our Supplier Payment Reviews reveal more, to recover more.

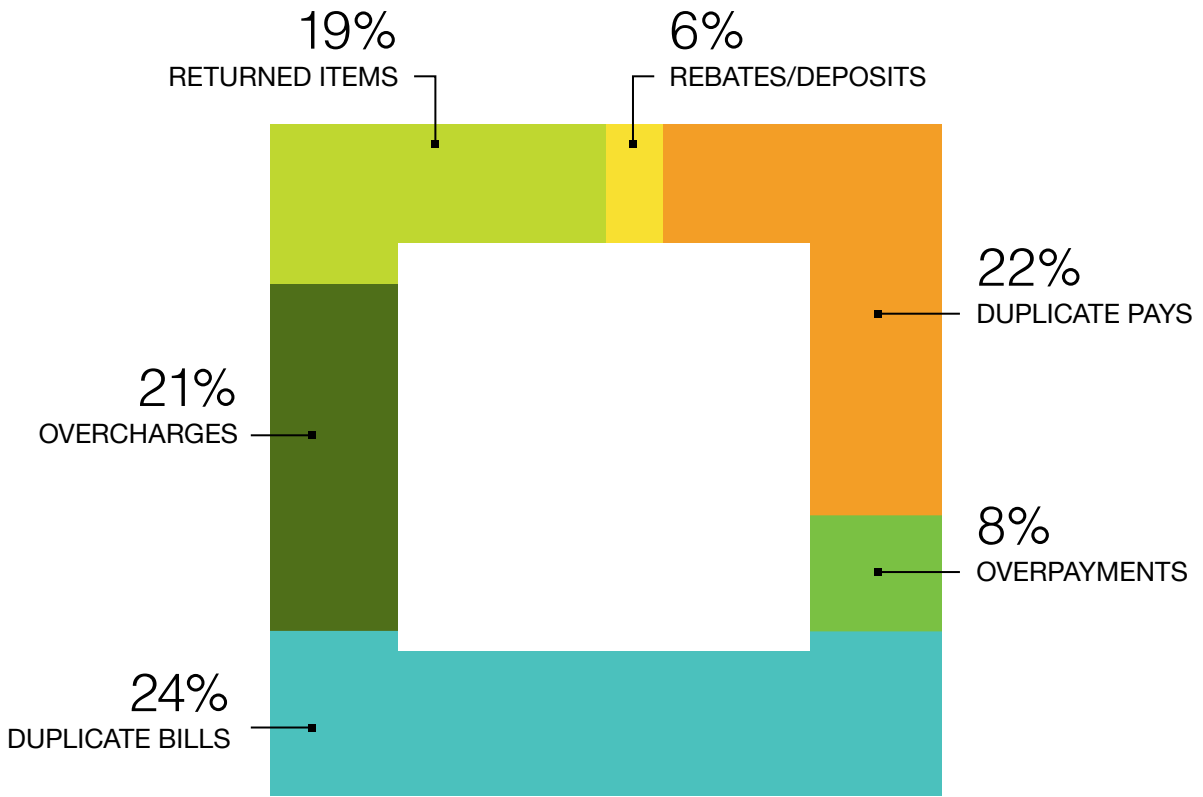
- **Collect** invoices and vendor statements.
- **Analyze** the materials for errors and missing items.
- **Recover** funds from duplicate or erroneous payments, overcharges/overpayments, returned items, unclaimed credits and rebates.
- **Reduce** duplicate payments, lost checks and fraud potential.
- **Assess** vendor master practices – objectively and non-intrusively.
- **Validate** with 100% claim validation and benchmarking.
- **Improve** and recommend process solutions to prevent future losses and preserve revenue.

Accounts payable departments process hundreds of thousands of invoices annually, most without error. Unfortunately, supplier billing practices, incomplete or inaccurate invoices and challenges with ERP controls contribute to duplicate payments, overpayments and other errors. While the number of occurrences is small on a percentage basis, the aggregate loss can be significant. Renew's unique methodology enables us to explore and recover transaction and contract losses – consistently delivering greater detection and recovery than can be achieved in-house or by other firms.

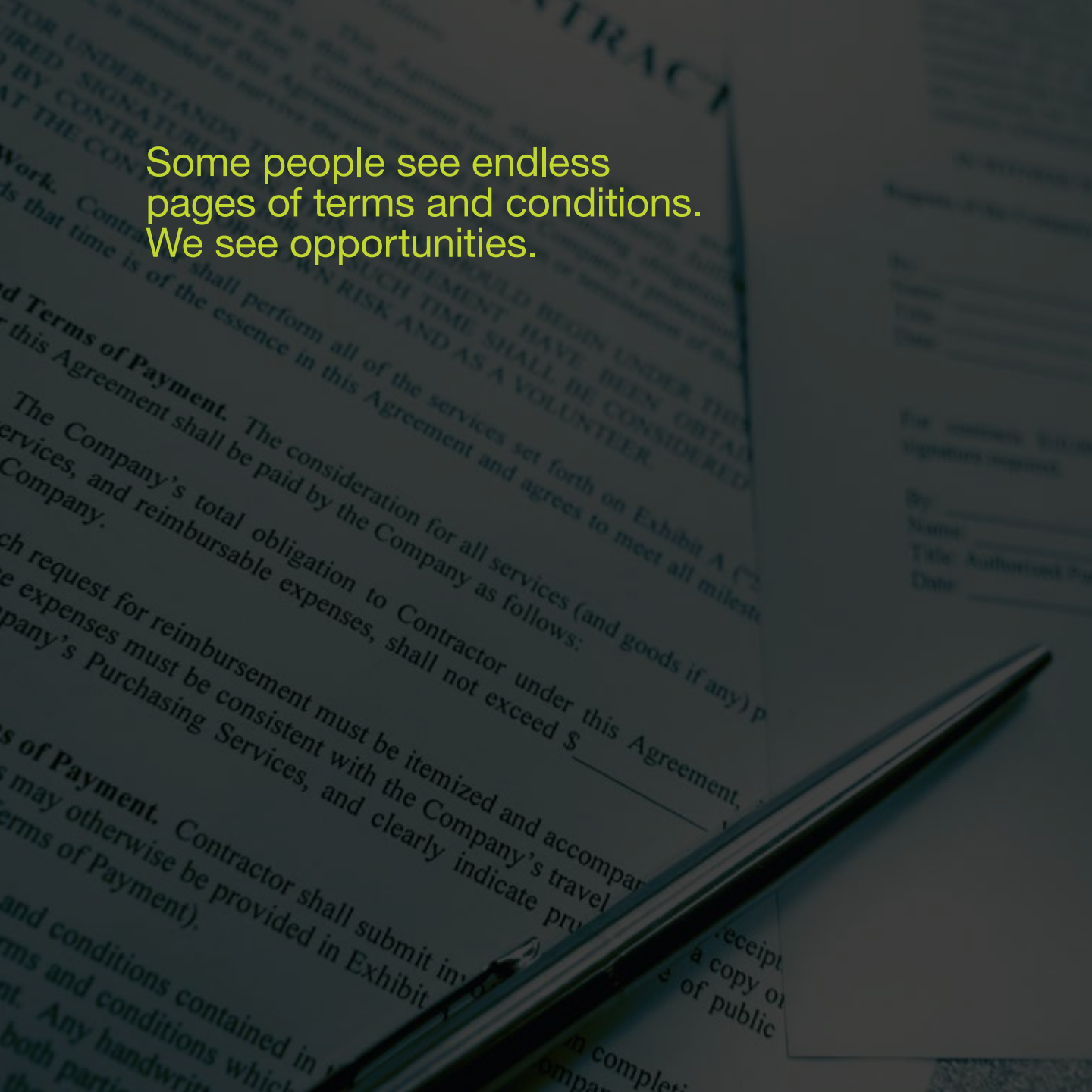
Renew specializes in companies with complex A/P systems. Our audit team members have considerable experience working as accounts payable managers for large Fortune 100 companies. Based on their “insider” knowledge of a corporation’s structure, we developed the most comprehensive and minimally-intrusive recovery system available.

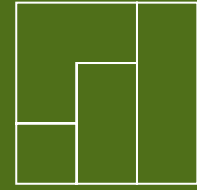
Our proprietary software and methodology contribute to the unparalleled results that we’re able to achieve. We developed our VERIPRO software and continually customize it to address client transaction types and vendor bases. While most firms run 10 to 15 reports on your data, our programs perform over 40 tests, with 70 root cause analyses.

WHERE WE FIND RECOVERIES



Some people see endless pages of terms and conditions. We see opportunities.





Contract
Compliance
Audits deliver
more than just
recovery of
overpayments.



Our Contract Compliance Audit programs deliver much more than significant financial gains.

- Transparency into supplier billing practices
- Hard dollar recovery of overpayments
- Removal of inaccurate charges from future billing
- Implementation of cost reduction strategies
- Improved contract terms and conditions
- Enhanced supplier relationships

Revenew's Contract Compliance Audit programs ensure that contracts are adhered to – with improved results. This allows our clients to dedicate additional time and resources to negotiate and implement their contracts. Following execution, limited time, resources and information are available to confirm that an agreement's commercial terms are accurately translated into billing and payment transactions. Errors are difficult to identify unless a detailed line-item analysis of contracts, invoices, payment transactions and purchase orders is conducted.

An audit can encompass a number of leading expense categories such as out-sourced services, staff augmentation, contractors/construction, engineering, third-party labor, technology, equipment, software, raw materials, environmental services, maintenance, auto/truck fleet, security services, and much more.

AUDIT METHODOLOGY

TYPICAL APPROACH

- Price verification against PO's, contracts and price list
- Little or no supplier interaction
- Work performed in-house

RENEWEL'S APPROACH

- Due diligence and best candidate selection
- In-depth review of all commercial terms
- Work performed "on-site" at supplier offices
- Over 140 audit tests performed
- Price verification, indexed pricing, etc.
- All components of each invoice line item analyzed:
 - Cost-based pricing validation
 - Personnel classification and labor cost build-up
 - Payroll tax reconciliation
 - Incorrect mark-ups/margin
 - Incentives, discounts, rebates, cost sharing
 - 3rd party charges/reimbursables
- Assistance with negotiation and collection

OUR AUDIT PROCESS

We conduct a thorough review of all expenditures with an individual review of contract terms and conditions on selected agreements with key suppliers and contractors. This includes line-item analysis and review of invoices, monetary transactions, purchase orders and related documents, validation of price/volume and confirmation that contract provisions have been accurately translated. Thereafter, cost reduction and contract improvement opportunities are identified and presented, along with identification and recovery of over-payments and business concessions that translate to prospective savings.

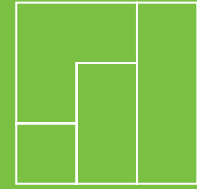
Renewel's Contract Compliance Audits ensure that our clients are accurately charged and receive their full entitlements under established supplier agreements.

“The success has been enormous. In less than three years Renewel helped us to recover \$17 million gross!”



Many people see exposure to risk in every contract and MSA.
We see transparency.





Properly-
administered
Contract
Administration
can reduce
exposure to risk.



Revenew's Performance Improvement services will raise the bar on your bottom line.

- **Select** contracts to be reviewed
- **Identify** risks via Contract Language Risk Assessment
- **Assess** risk level for each commercial area
- **Implement** best practice contract language

CONTRACT ADMINISTRATION IMPROVES COST, SCHEDULES AND PERFORMANCE.

Diligent administration of our clients' contracts – from inception to closeout – allows us to align all stakeholders to contract details as we deliver ongoing, real-time verification of compliance with all terms and conditions. When errors are found, we identify root causes to ensure future compliance as well.

In close coordination with our clients' project or supplier management teams, key suppliers are identified for performance monitoring. Our Contract Scorecards regularly monitor and communicate performance, while our Management Action Plans ensure that corrective action is being taken. Revenew's compliance experts interact with client and supplier stakeholders on-site, where recovery opportunities and corrective actions are identified in real time.

“A noticeable difference has been the industry knowledge, skill and experience level of Revenew’s specialists.”

- Reporting, settlement and payment collection facilitated with suppliers
- Improved tracking of total spend, recoveries and ROI
- Regular reporting to senior leaders and finance
- Self-funded with quick, tangible benefits

We enable our clients to achieve significant cost recovery and containment results – quickly and at a significant return on invested costs – with no impact on project schedules. Our engagement is low risk, improving supplier relationships while simultaneously recovering and containing costs.

REAL-TIME REVIEW PROGRAM CONTAINS COSTS, IMPROVES TRANSPARENCY AND TRACKS SUPPLIER PERFORMANCE.

The best way to contain costs is to ensure they are reviewed thoroughly prior to being incurred and paid. Our Real-time Review Programs provide clients with the confidence that their invoices, change orders and critical contract terms and conditions are being reviewed and carefully monitored before any invoice is paid, change is approved or contract term or condition is achieved.



- **Assess** organizational design: people, processes and technology.
- **Compare** current vs. leading practices (benchmarking).
- **Develop** roadmap to implement improvements.

“Renew’s process improvement suggestions exceeded my expectations. And the dollars recovered were greatly appreciated by our operations team!”

CAPABILITIES ASSESSMENTS IMPROVE CONTRACT LIFECYCLE MANAGEMENT.

Our Capabilities Assessments identify gaps in the organizational design of a company's contract lifecycle management process. Whether you're sourcing goods and services or managing changes to existing contracts, our experts will assess the capabilities of your people, processes and technology to ensure a successful contract lifecycle for all purchased goods and services. We work directly with stakeholders to develop a roadmap for implementing best practices and process improvements.

SPECIALTY REVIEWS PROVIDE EXPERTISE WHEN AND WHERE NEEDED.

Renew delivers specialized knowledge and experience precisely when and where you need it. From complex purchase sale agreements requiring review for contract compliance to support on investigations, claims or disputes, our experts will conduct root cause analyses and provide value-added recommendations that can be implemented in real time to improve company processes and controls.



Revenew's innovative recovery auditing and risk assessment services provide the only comprehensive "procure-to-pay" audit solution in the marketplace today.

Contact us today at 281-276-4500 or info@revenew.net to learn more.

You have everything to gain.

www.revenew.net



revenew  | everything
to gain