LIMITLESS TECHNOLOGY

Vendor Management Solutions ~ Cost Reduction Specialists

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Utilizing benchmark analytics, superior processes and proprietary cloud-based technology, **our specialists reduce costs, improve efficiencies & mitigate risks over and above most companies internal resources.**

LimitlessTechnology.com | ContactUs@LimitlessTechnology.com | 407-330-4466

LIMITLESS TECHNOLOGY

Vendor Management Solutions ~ Cost Reduction Specialists

STOP wasting HARD EARNED profits

Discover Opportunities to Improve Your Bottom Line

- BACKFLOW
- CABLE
- **CELLULAR (TELECOM)**
- CLEANING SERVICE (OFFICE)
- CLEANING SUPPLIES - CHEMICALS
- **CONFERENCING**
- **CREDIT CARD SERVICES**
- **E-FAX**
- **ELECTRIC**
- **ELEVATOR MAINTENANCE**
- FIRE ALARM
- FIRE EXTINGUISHER
- FIRE SPRINKLER
- FIRE SUPPRESSION
- **FOOD COST**
- **GAS**
- GENERATOR
- **HIGH SPEED INTERNET ACCESS**
- HVAC
- **INTERNET (TELECOM)**
- IT SERVICES (3RD PARTY VENDOR)
- KITCHEN SERVICES
- **LANDSCAPING**
- LAUNDRY
- LEASED EQUIPMENT
- LINENS
- MUSIC ON HOLD
- OFFICE SUPPLIES
- **OPERATING SUPPLIES**
- PAGING (TELECOM)
- PAY PHONE (TELECOM)
- PEST CONTROL
- **PHONE COSTS**
- **PHONE SERVICES (3RD PARTY VENDOR)**
- POOL / SPA CLEANING
- **PROPERTY TAXES**
- PROPERTY INSURANCE
- **REFERRAL COMMISSIONS**
- SECURITY
- SWIMMING POOL MAINTENANCE
- **TELEVISION / BULK TV**
- **TRASH AND RECYCLING**
- TRAVEL
- TRAVEL AGENT COMMISSIONS
- **UNIFORMS**
- **VOICE (TELECOM)**
- **WASTE**
- **WATER -USAGE / SEWER / STORAGE**
- **WIRELESS**

LIMITLESS TECHNOLOGY

Vendor Management Solutions ~ Cost Reduction Specialists

Managing complex indirect spend and vendor documentation requires technology, tools, process, expertise, time, commitment, and resources. It's not easy. It takes a team of people who know where to look and what to look for...

Limitless Technology has spent years mastering the management of complex variable expenses. Our team works with a broad spectrum of companies which are under great pressure to: manage costs, find creative ways to be more efficient, and grow their business. Many businesses give their employee driven vendor management teams the ownership and authority of vendor oversight in relation to their own budgets, vendors and contracts. Why? Because either it is the way it has always been done or because the teams want to own and control this function. Meanwhile the company believes the compensation tied to this critical business function will instill the necessary pressure to reduce spend where possible, and drive smart, overall cost management.

However, what most fail to realize is that not only do these teams not have the tools, visibility and best data to benchmark, analyze and make the best decisions, but they often lack the time AND/OR expertise required to do this kind of detailed analytical work.

The focused time required to continually negotiate, manage and administrate the dozens of vendors within each business category makes up a significant portion of a functional leader's role, and impedes the critical focus of truly managing their department, facility or branch. But many more resources are involved in this critical process, creating even more cost to the organization. Roles such as: Direct Supervision, Facilities Mgt., Operations, Department Heads, Accounts Payable/Bookkeeping and Finance spending hundreds of hours a year in soft costs.

We estimate that leaders alone spend as much as 6-12% of their time on these types of activities. This "activity" pulls away from the time needed to meet strategic growth objectives and support other initiatives which can exponentially impact the bottom line.

Now as a whole, we find that even if these internal resources have the necessary detailed eye and expertise, many do not have the time or the tools necessary to gain a proper view of the analytics needed to evaluate these spends. These missing analytics make it impossible to effectively and efficiently manage these costs and provide the necessary detail to serve as an accurate benchmark for the Company's expenses and each vendor's line item in their budgets. Needless to say, this is a problem.

QUALITY AND INTEGRITY in everything we do.

TODD LARSEN CEO

After 20+ years in the telecom business, working for some of the largest providers of telecom products and services in the world Todd Larsen, CEO and Founder of Limitless Technology, decided it was time to make an impact in the best interest of clients across the US. In his last year's as an Executive Leader overseeing the management of some of the largest accounts in the world, he witnessed overwhelming misguidance and mistreatment of Client in: operations, billing, contracts and other areas of customer deliverables. Billing Optimization and Vendor Management services were developed to deliver that impact and provide a better way to manage, process, document and negotiate these types of services and expenses.

Limitless Technology is a U.S. corporation founded in September, 2006 and headquartered in Lake Mary, Florida providing nationwide telecom, utility and waste cost reduction, as well, as vendor management solutions to medium, large and enterprise businesses. Limitless Technology has differentiated itself by creating a strong team of expert analysts, auditors, negotiators and vendor management specialists which benefit the customer most by eliminating unnecessary spend, managing critical documentation, mitigating risks and improving bottom line performance.

At Limitless Technology, we are not agents or resellers of vendors or supplier services. Instead, we provide the finest outsourced vendor management, bill auditing, rate reduction, contract optimization and expense management consulting in the USA. Our experts utilize a powerful process which removes issues related to vendor management, fill gaps in AP processing and Procurement tools, reduce inherent facility affecting risks, and deliver consistently proven bottom line results. We are proud of the trust our Clients place with Limitless Technology... and passionate about our Client's bottom-line profitability.

Our tP4r Mission

Trusted Partner. Powerful Process. Proven Results

TRUSTED PARTNER

Trust is gained by collaboratively interacting with your staff to ensure vendor integrity and compliance. We work closely with your staff to enhance efficiencies and effectiveness.

POWERFUL PROCESS

The "power" is revealed through our detailed, organized, accurate, & critical analysis. Our process is strategically engineered & has positively performed across 1000+ businesses.

PROVEN RESULTS

Our Clients testimonials, highlight the significance of our results. While this r is small the RESULTS are not! Countless (or in our case countable) millions have been saved in both hard and soft costs for our Clients.

BUSINESS CHALLENGES

The business environment at a macro-level has never been more challenging. Business expenditures are rising. The competitive landscape is becoming increasingly difficult. Technology is changing at a faster pace than our employees can keep up with. At every junction, managing relationships with key vendors is becoming more and more critical and difficult. Developing strategic alliances while evaluating, planning, negotiating and implementing complex operational tactics requires a delicate balance.

It's not surprising that the biggest vendor management challenges can vary depending on the company type and size. Regardless of size, however there are 3 common challenges that most companies face:

» Collecting documentation

» Managing vendor risk

» Optimizing costs/contracts and negotiating best in class rates

VENDOR MANAGEMENT CHALLENGES

In today's uncertain business environment, controlling cost, mitigating risk, and managing compliance is more important than ever. These issues are common to any company that manages complex indirect expenses and vendor criticalities. Research has shown that, statistically speaking, senior executives and C-level managers have huge concerns when it comes to this area of their operation.

1 RISK MANAGEMENT

- **57%** of senior-level executives rank "risk and compliance" as one of the top two risk categories they feel least prepared to address.
- **69%** of executives are not confident that their current risk management policies and practices will be enough to meet future needs.

2 COMPLIANCE MANAGEMENT

- **27%** of CCO's (chief compliance officers) strongly agree that their organization's compliance function has a management process in place and it is integrated into their standardized policies and procedures.
- The average regulatory costs per employee for organizations is $10,000, regardless of size.
- Only **47%** of chief compliance officers say that their organization has an enterprise-wide reporting system and across functions and business units that integrates with compliance monitoring.
- Less than three-quarters (**69%**) of organizations are leveraging technology to support their compliance initiatives.

LIMITLESS TECHNOLOGY

3 INTERNAL AUDIT

- Only **30%** of internal audit departments effectively leverage analytics, escalations, and notifications to identify and monitor compliance risk.
- The average audit department dedicates only **4%** of its resources to vendor risk assurance.
- **48%** of executives responsible for auditing view their organization's oversight of third-party relationships as ad-hoc, weak, or nonexistent. Only **9%** describe their vendor monitoring process as strong.
- **60%** of audit executives say that internal audit rarely or never provides assurance on management information sent to the board.

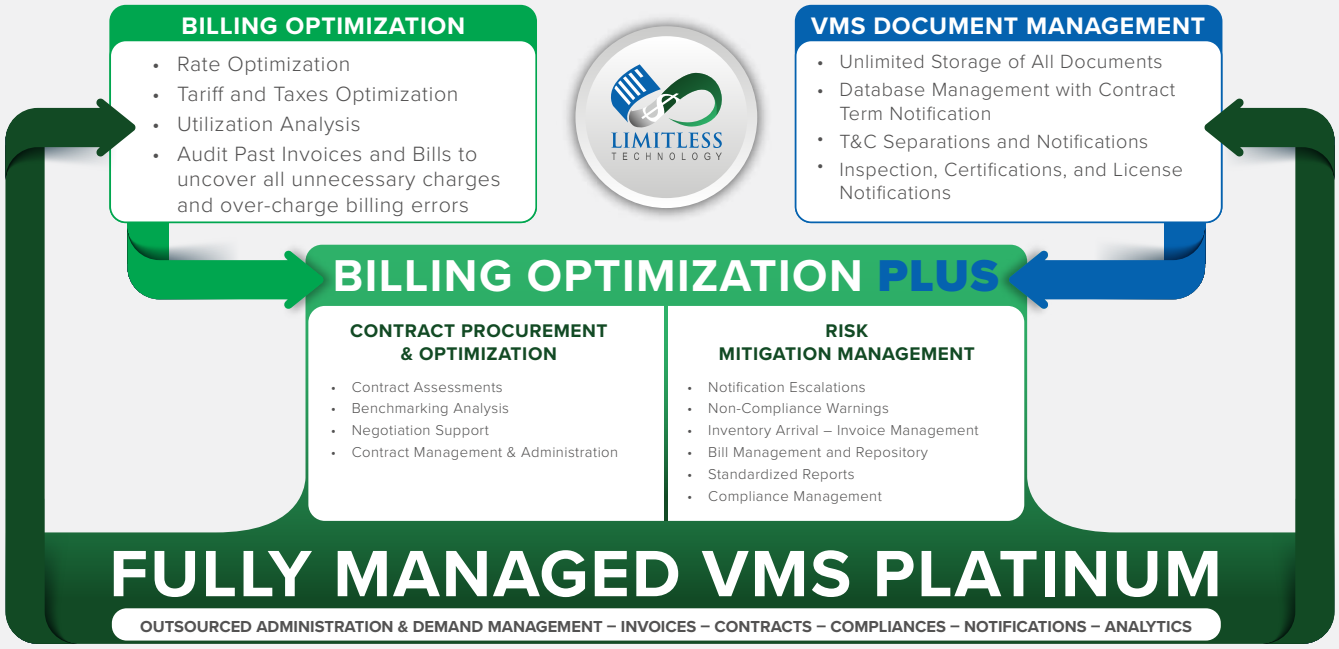
4 VENDOR & THIRD-PARTY RISK MANAGEMENT

- **60%** of organizations feel underprepared to perform due diligence on their vendors.
- **57%** of organizations aren't confident that their vendor management policies would prevent a data breach.
- Only **31%** of organizations manage third-party risk and issue tracking through an enterprise-wide tool capable of monitoring key risk and performance indicators (KRIs, KPIs).
- Only **4%** of organizations feel that their third-party risk management tools fully integrate and capture overall risk for reporting purposes.

VENDOR MANAGEMENT SOLUTIONS

It is likely that your company works with hundreds of different vendors, all with varying charges, contract terms & conditions and changing points of contact. This, of course, can become incredibly complex for many people in your organization. Without the proper management of these vendors' details, you can soon find your organization at risk. Becoming non-compliant with critical processes and procedures, unaware of critical vendor risks, unable to easily access necessary documentation, crippled by poor contractual terms & conditions, and overpaying for goods and services are unhealthy for any organization.

This complexity is what led Limitless Technology to offer fully managed vendor solutions. **Vendor Management Solution (VMS)** is a discipline that enables businesses to not only cuts costs but also: **control expenses, drive service excellence** and **mitigate risks**. It also provides **a high level of increased visibility and exponential value** from their vendors.



Limitless Technology provides a suite of products which offer great value to your entire organization. The foundation for these services are built on 2 pillars of success: our **VMS Document Management** platform and **a Billing Optimization** process that has been time tested and verified to provide significant value by our internal team of experts. **VMS Document Management** is a cloud-based technology that houses all your contracts, supporting documents, critical notifications, and detailed vendor criticalities. **Our Billing Optimization** process starts with a forensic bill audit and reviews current and past vendor or supplier bills to uncover all billing errors, unnecessary charges, misappropriations and over-charges. Each of these platforms is available as a stand-alone service.

THE COMBINED POWER OF THE 2 PILLARS CREATES TWO EVEN MORE ROBUST OFFERINGS: OUR **BILLING OPTIMIZATION *PLUS*** SERVICE AND **VMS PLATINUM SERVICE**.

Billing Optimization *PLUS* service combines the strength of Billing Optimization services, coupled with the power to manage the critical documentation related to the services being optimized.

VMS Platinum provides the same in-depth analysis and reporting as our **Billing Optimization PLUS** service, but also offers an ongoing demand management model. This demand management model keeps you on top of all your vendor needs, informs you of necessary actions to take, helps drive out unwanted costs and mitigates inherent risks associated with vendors and suppliers.

VENDOR MANAGEMENT SOLUTIONS cont.

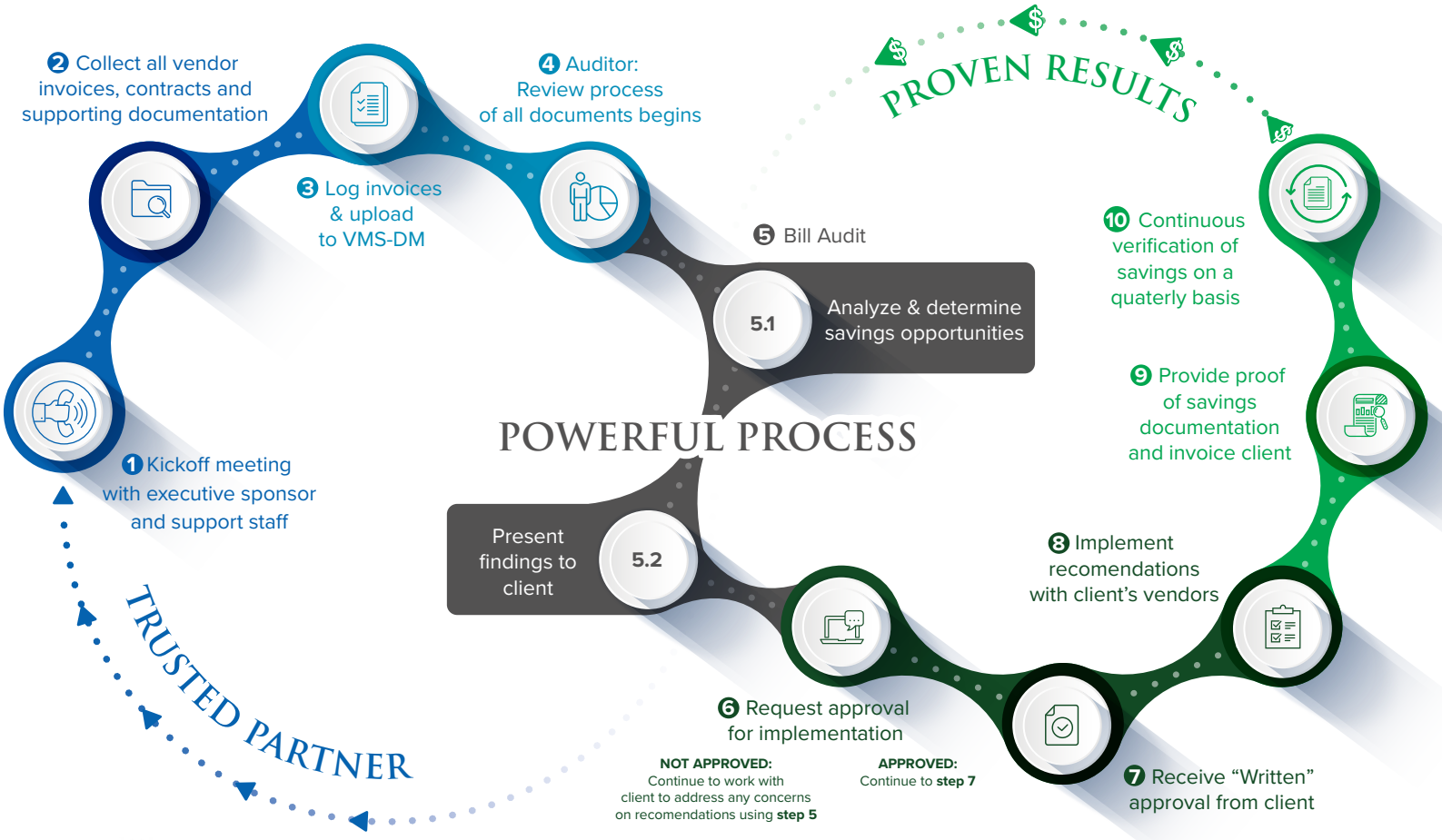
The Limitless Technology business model is built around the idea that vendor management should not just be a point in time activity or a simple document repository. **Integrating document management, a robust bill audit, a billing optimization process, ongoing invoice reviews and contract optimization** provides the foundation for improvement to the organization's bottom line from both a risk and cost point of view.

BILLING OPTIMIZATION (BILL OPT)

We respect that every company and organization has the potential to audit their billings, re-negotiate their own vendor contracts and get some form of respectable savings

However, with over **100+ years' of combined experience** and 13+ years' as a corporation, we have gained the trust of our Clients across the entire USA by providing results far superior to their existing resources. Our team of vendor management experts consistently exceeds expectations when managing vendors' rates, contract terms and contract conditions.

In terms of the audit itself, being willing to provide flexible ways to collect data, critically analyze that data, and report detailed findings and recommendations in a clear and concise manner has made our Clients raving fans. For them, we have **made an inherently complicated process as simple as possible** while delivering the greatest possible value with the least amount of effort from internal resources.



And...We do not just ***think*** we can help your company when it comes to identifying potential opportunities to reduce cost, improve efficiency and reduce risk. We are so confident in our capabilities, we offer a **110% MONEY BACK GUARANTEE**. This is not a promotional offer. **It is what we guarantee to every single client which engages in our Billing Optimization service.**

For even deeper peace of mind with our services, we never accept compensation from any vendor. Our cost reduction specialists never look to change service providers - unless it is in your absolute best interest, and you agree with our recommendations. You maintain control throughout the entire engagement. This is the foundation of our **Billing Optimization** service and what differentiates us in our offering.

VMS DOCUMENT MANAGEMENT (VMS-DM)

VMS-DM provides a cloud-based storage platform to help you mitigate risks related to the management of complex and critical vendor documentation. Our software helps you manage vendor relationships from all angles. We unite your vendor information with powerful process automation capabilities for contracts, due diligence, risk assessment, required actions and reporting. This allows companies to correctly perform necessary vendor due diligence and analyze criticalities surrounding, performance, usage and spend.

VMS-DM provides an increased visibility to your critical documents, contracts, certifications, and licenses, resulting in operational excellence and lower overall risk to your business.

- Centralized Vendor-Supplier Database
- Rates and Renewals Notifications
- Compliance Management
- Unlimited Storage of All Documents
- Contract Term Notification
- T&C Separations and Notifications
- Inspection, Certification, and License Notifications

BILLING OPTIMIZATION PLUS (BILL OPT+)

Combining the power of **Billing Optimization** — and — **VMS Document Management**

Delivered by our Team of Specialists this enhanced service combines the strength of **Billing Optimization** (a billing audit to find errors, misappropriations and over-charges coupled with the renegotiation and optimization of your contracts to provide: superior rates, contract terms and conditions) along with the power of our **VMS-DM platform** (which provides a cloud-based storage platform for the services under review, to help you mitigate risks and manage crucial actions related to the management of complex and critical vendor documentation).

These two services are truly needed to continually and correctly evaluate these difficult to manage spends and compliances. All the while, significantly improving the effectiveness and efficiencies surrounding vendor management for any customer.

CONTRACT PROCUREMENT AND OPTIMIZATION

- Contract Assessments
- Benchmarking Analysis
- Negotiation Support
- Contract Management and Administration

RISK MITIGATION MANAGEMENT

- Notification Escalations
- Compliance Management
- Non-Compliance Warnings
- Inventory Arrival and Invoice Management
- Bill Management Repository
- Standardized Reports

VENDOR MANAGEMENT SOLUTIONS cont.

VMS PLATINUM – YOUR FULLY MANAGED & COMPLETE SOLUTION

VMS Platinum provides not only the in-depth analysis and reporting as our Billing Optimization PLUS service, but also offers a monthly based ongoing demand management model. This demand management model keeps you on top of all your vendor needs, informs you of necessary actions to take, helps drive out unwanted costs, and mitigates inherent risks associated with vendors and suppliers.

Not only does this service provide you all these items, but it is provided at a fixed fee allowing you to retain 100% of any savings identified. ***While VMS Platinum is a stand-alone service***, this expanded offering can also build upon previously completed audits and optimization services, while encompassing a much broader base of vendor management.

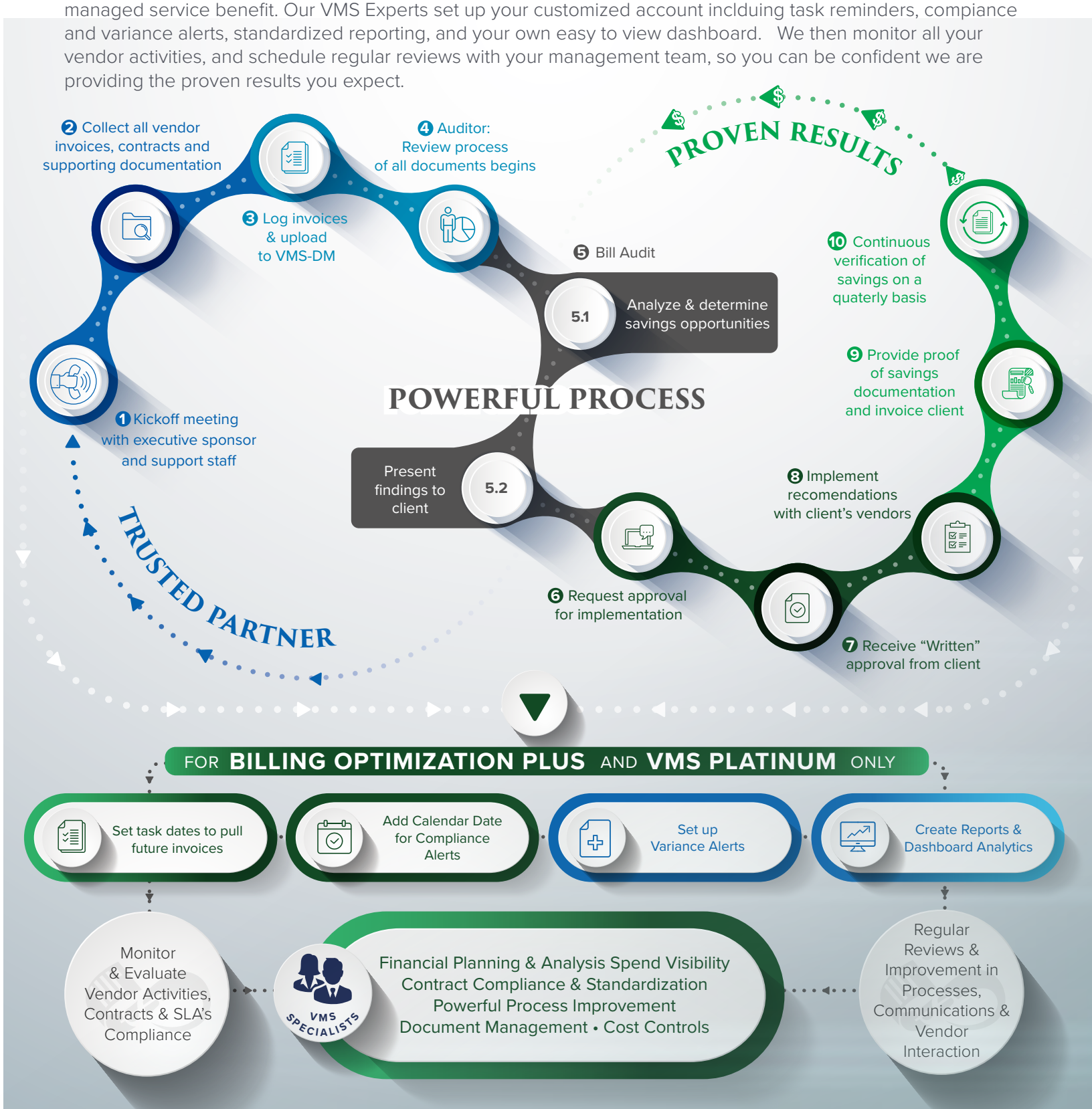
- Monthly Invoice reviews
- Ongoing rate, T & C's optimization
- Benchmark Analysis process
- 3rd Party Expertise
- 100% of Savings is Yours!
- No Fee Guarantee
- Increased vendor management efficiency
- Reduces impact of employee turnover
- Centralized platform and processes
- Lower risk of non-compliance
- Benchmarking analysis
- Monthly reporting and invoice reviews
- Ongoing rate and term optimization

This model has been proven time and time again to provide the biggest benefit to our clients. The more we manage, the greater the savings. We are so confident that this model works, that we offer a **MONEY BACK GUARANTEE. Bottom-Line -** if the difference between what we can save you is LESS THAN our fee we will REFUND the difference.

THE LIMITLESS VMS PROCESS

We are often asked “So how do you do it?” While the process itself is quite complex, the answer to that question is relatively simple. It all comes down to our people...and our process. Together, they provide proven results to our clients.

The ***Limitless VMS Process*** builds on our Billing Optimization service, adding crucial management tools and a managed service benefit. Our VMS Experts set up your customized account incldluing task reminders, compiance and variance alerts, standardized reporting, and your own easy to view dashboard. We then monitor all your vendor activities, and schedule regular reviews with your management team, so you can be confident we are providing the proven results you expect.

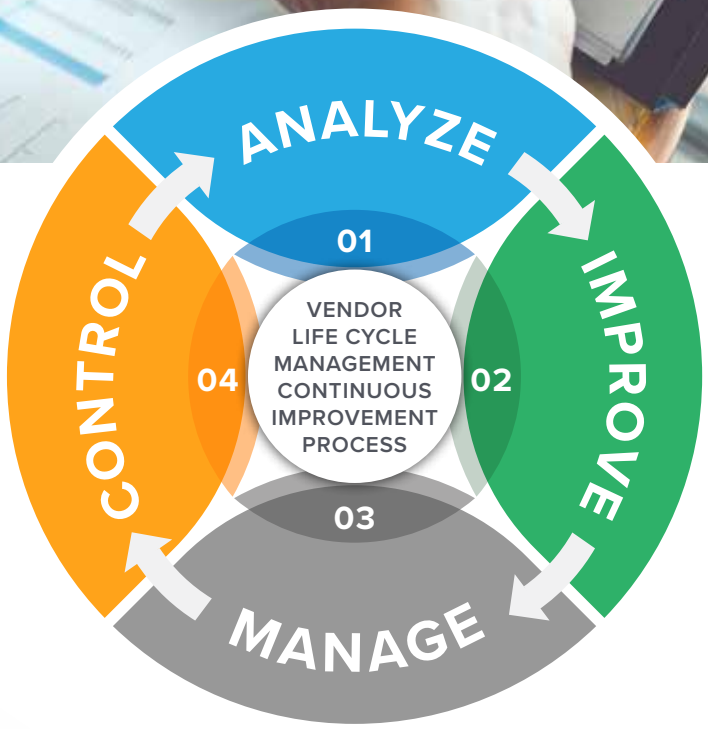


SERVICES COMPARISON The more we do, the more you save.

Over the years, we have found having a single 3rd party point of contact that focuses on Vendor Document Management and Billing Optimization is the best way to optimize your complex indirect expenses & manage vendor documentation. We have created 4 different business models, allowing you to choose the option that fits your organization the best.

	GOOD		BETTER	BEST
	VMS Document Management (VMS - DM)	Billing Optimization	Billing Optimization Plus	VMS Platinum Service
VENDOR MANAGEMENT SOLUTIONS				
Unlimited Storage of All Documents	✓		✓	✓
Database Management with Contract Term Notification	✓		✓	✓
Seat License	✓		✓	✓
T&C Separations and Notifications	✓		✓	✓
Inspection, Certifications, and License Notifications	✓		✓	✓
BILL AUDITING				
Rate Optimization		✓	✓	✓
Tariff and Taxes Optimization		✓	✓	✓
Utilization Analysis		✓	✓	✓
Ongoing Demand Management				✓
Monthly Vendor Bill Management				✓
CONTRACT PROCUREMENT & OPTIMIZATION				
Contract Assessments		✓	✓	✓
Benchmarking Analysis		✓	✓	✓
Negotiation Support		✓	✓	✓
Contract Management & Administration			✓	✓
RISK MITIGATION MANAGEMENT				
VMS Database Setup	✓		✓	✓
Notification Escalations			✓	✓
Non-Compliance Warnings			✓	✓
Inventory Arrival - Invoice Management			✓	✓
Bill Management and Repository			✓	✓
Standardized Reports			✓	✓
Compliance Management			✓	✓
COST/SAVINGS MODEL	**Fixed Fee**	**Shared Savings Model**	**Fixed Fee + Shared Savings**	**Fixed Fee - Client Retains 100% of Savings**

CONSULTING SERVICES



Sometimes even companies with extensive resources can benefit from a fresh set of eyes with a different perspective. Our knowledge of best practices and experience with a variety of industries make us a valuable partner. Our consulting services are available to any client who is simply looking for a partner to review their vendor management policies and procedures. Limitless Technology has extensive experience in various areas of cost reduction consulting.

- Cost Analysis & Metrics
- RFP Management
- Vendor Management
- Process Management

After discussing your project goals, we perform a deep-dive investigation of your current vendors, services and process uncovering all necessary information to appropriately evaluate the current state. We then analyze, evaluate and assess the situation looking for gaps, ineffective procedures or broken processes.

Limitless Technology can help you improve your Vendor Management Processes. Using a very structured approach, we tackle each element of the process across the entire vendor management life cycle. We take one step at a time with a focus on continuous improvement for today and into the future.

CASE STUDIES & TESTIMONIALS

CASE STUDIES

KOELSCH COMMUNITIES

Koelsch Communities is family owned & operated. Known across seven states, and over housing 1,500 residents.

CLIENT BACKGROUND

- Based: Olympia, WA
- Facilities: 32 – 7 states
- Employees: 800+
- Total Monthly Spend: 80,000
- Total Annual Spend: $960,000

CHALLENGES

- Rapid growth
- Disparate vendor systems
- Reluctant to trust an outsource to assist
- Multiple states
- Identification of underutilized services
- Lack of internal resources and time
- No contract benchmarking in place

SOLUTION/SAVINGS

- Verification of services by type
- Forensic billings and vendor review
- Cancel unused services
- Recommendation of changes
- Proof of savings
- Implemented VMS for complete Vendor Management

PROVEN RESULTS

Monthly Savings = $16,666K | Annual Savings = $200,000 | Over $500,000 in contract reduction

PLUM HEALTHCARE

Plum Healthcare Group, LLC acquires, owns, & operates nursing facilities.

CLIENT BACKGROUND

- Locations: CA, UT, & AZ
- Founded: 1999
- Based: San Marcos, CA
- Facilities: 53
- Employees: 2000+
- Annual Revenue: $1.5B
- Total Monthly Spend: $132K
- Total Annual Spend: $1.5M

CHALLENGES

- 14 years of rapid growth
- Felt equipment and services were not addressed during transactions
- Reluctant to trust an outsource to assist
- Multiple phone lines
- Unused services
- Outdated contracts

SOLUTION/SAVINGS

- Telecom services & contracts
- Forensic billings review
- Cancel unused services
- Recommendation of changes
- Implementation of changes
- Proof of savings

PROVEN RESULTS

Monthly Savings = $45,736 | Annual Savings = $551,506 | 1st Year Total Savings = 30%

CASE STUDIES & TESTIMONIALS

CASE STUDIES CONT.

CONSULATE HEALTHCARE

Healthcare provider focused on rehabilitation centers, assisted living, retirement centers, hospice and long-term acute care.

CLIENT BACKGROUND

- Based: Maitland, FL
- Facilities: 82
- Employees: 11,000+
- Annual Revenue: $750M
- Total Monthly Spend: $304K
- Total Annual Spend: $3.65M

CHALLENGES

- Rapid growth
- Myriad of Circuit Contracts
- Disparate telecom systems
- Reluctant to trust an outsource to assist
- Multiple phone lines
- Unused services
- Lack of internal resources or knowledge to effectively uncover
- Outdated contracts

SOLUTION/SAVINGS

- Verification of services by type
- Forensic billings review
- Cancel unused services
- Recommendation of changes
- Implementation of changes
- Proof of savings
- Go forward reductions

PROVEN RESULTS

Monthly Savings = $84,750K | Annual Savings = $1.017M | 1st Year Total Savings = 25%

TESTIMONIALS

Jewett Orthopaedic Clinic

"I want to personally express how satisfying it is to have a business communication vendor like Limitless Technology to support Jewett Orthopaedic Clinic in our efforts to continually improve our communication network and cutting costs. In September of 2011, Duane Coffey of Net/Complete, and IT consultant that I rely on for over fifteen years, suggested that I call Todd Larsen from Limitless Technology and that his company could help Jewett Orthopaedic Clinic with controlling phone cost."

BAY TOWEL LINEN and UNIFORM RENTAL

"Bay Towel recently enlisted Limitless Technology to perform and audit of our recurring technology expenses to try to reduce our overall service cost. As a mid-sized industrial laundry, I was initially skeptical about Limitless Technology and their ability to truly negotiate and find savings within our current providers and agreements. They certainly exceeded my expectations."

CASCADE HEALTH SERVICES, LLC.

"Cascade Health Services, LLC owns and manages five skilled nursing facilities across Texas. Keeping management costs minimal yet effective helps maintain the integrity of our organization. That is why we relied on LT-CRS, an organization with a reputation for streamlining service needs in a collaborative and concise manner."

SUBWAY

"We have had the pleasure of working with Cindy and staff in analyzing our communication bills (telephone, fax, dsl). This resulted in thousands in savings per year and streamlined our billing as well. With 8 locations and office, we were receiving 9 different bills with numerous different charges. I had tried to analyze them myself which sometimes resulted in higher charges only because our phone company knew the ins and outs of their billing and I didn't. We now receive one bill and I know exactly what it should be. I also have the peace of mind in knowing that if there is a discrepancy I have someone who I can call."

OUR PROMISE...

LIMITLESS TECHNOLOGY

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Limitless Technology, LLC has been managing complex indirect spend and vendor documentation since 2006 for some of the largest companies in the USA. Over the years, we have found having a single 3rd party point of contact that focuses on Vendor Document Management and Billing Optimization is the best way to optimize your complex indirect expenses and manage vendor documentation.

Utilizing benchmark analytics, superior processes and proprietary cloud-based technology, **our specialists reduce costs, improve efficiencies & mitigate risks over and above most companies' internal resources.**

Bottom Line...We Improve Bottom Lines.

*"We continually strive to be a **Trusted Partner** utilizing a **Powerful Process** to provide **Proven Results** for our Clients every time."*

OUR CORE VALUES

Integrity
Responsibility
Perseverance

OUR SERVICES

Bill Auditing
Contract Optimization
Document Management
Compliance Management
Indirect Expense Management

YOUR BENEFITS

Reduce Cost
Mitigate Risk
Ensure Compliance
Increase Efficiency
Improve Document Management

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