



## OverView, Inc.

### Targeted Expenses

**Targeted Expenses** – Our primary focus and expertise is with indirect operating expenses. On average, indirect operating expenses can equal 35% of the total revenues, and represent a significant opportunity for savings. Most companies have not addressed indirect operating expenses, because the category contains multiple subcategories of spending and low-dollar/high-volume transactions.

Here are some of the areas for cost containment emphasis and leveraging:

#### Telecommunications

- » Local and long distance
- » Cellular Phones
- » Internet connectivity
- » Conference Calling

#### Services

- » Printing, forms and labels
- » Mailing services
- » Credit card fees
- » Leasing
- » Coffee and beverage services

#### Personnel

- » Payroll processing
- » Benefit plans
- » Temporary staffing
- » Uniforms

#### Office

- » Supplies
- » Paper
- » Equipment
- » Toner
- » Copiers
- » Courier and express mail

#### Energy

- » Electricity
- » Natural gas

#### Insurance

- » Health insurance
- » Workers compensation
- » Property and casualty insurance
- » Business succession



*Most of OverVIEW's Clients realize a 30 - 40% reduction in expenditures without changing service providers.*

*"In just three weeks, OverVIEW helped us generate savings of \$17,000. They're easy to work with and they championed our establishment. They gave us numerous options from which we could compare both service and price. They got us the best price and told us options I didn't even know about, saving us money and time."*

– Mark Waxler, General Manager (Beechwood Hotel)

