



*Expense  
Management  
Solutions, Inc.*

Higher Education Business Advisory Services  
[www.expensemanagement.com](http://www.expensemanagement.com)

***“Public concern about rising costs may ultimately contribute to the erosion of public confidence in higher education.”***

In a September 2006 report entitled, “A Test of Leadership: Charting the Future of U.S. Higher Education,” Secretary of Education, Margaret Spelling reported “a lack of clear, reliable information about the cost and quality of postsecondary institutions.”

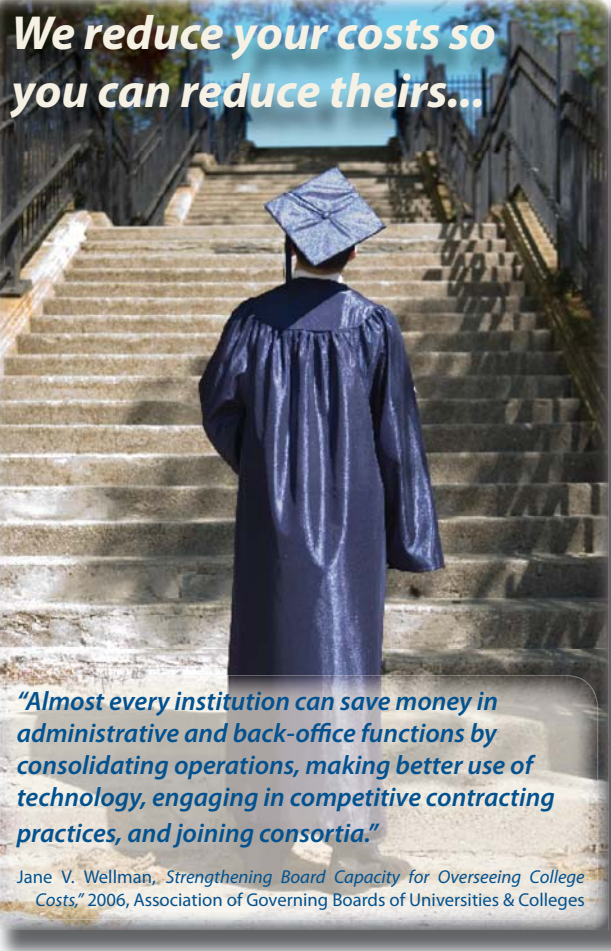
*Expense Management Solutions* specializes in operational assessment and process reengineering of real estate, administrative and back-office functions. Our clients save, on average, more the \$20 for each \$1 they spend on our services. For some, that ratio has exceeded 90:1!

*Expense Management Solutions*, a certified Woman’s Business Enterprise (WBE), is widely respected for expertise in strategic sourcing and supplier performance management. We were named a “Top Outsourcing Advisor” by The Black Book of Outsourcing in 2008, and one of the “Worlds Best Outsourcing Advisors” by the International Association of Outsourcing Professionals in 2009.

We have helped some of the world’s most respected not-for-profit organizations reduce their costs, including *Harvard University* and the *World Wildlife Fund*.

We also work with top corporations, like *Microsoft*, *Aetna* and *State Street Corporation*.

Our public sector clients include the *State of Massachusetts* and the *Province of Ontario*.



***We reduce your costs so you can reduce theirs...***

***“Almost every institution can save money in administrative and back-office functions by consolidating operations, making better use of technology, engaging in competitive contracting practices, and joining consortia.”***

Jane V. Wellman, *Strengthening Board Capacity for Overseeing College Costs*, 2006, Association of Governing Boards of Universities & Colleges

***Expense Management Solutions will help you develop and implement strategies that significantly reduce the cost of administrative and back-office functions at your college or university.***

- Operational Assessments***
- Strategic Sourcing Services***
- Supplier Relationship Management***
- Risk and Compliance Management***



**Higher Education Business Advisory Services**

\*Facilities Services\*Design & Construction Services\*Mail Services\*Print & Copy Centers\*Travel Services\*Food Services\*Procurement\*

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## Strategic Sourcing Services

- ✓ *Operational Assessment*
- ✓ *Sourcing Strategy*
- ✓ *RFx Development*
- ✓ *Bid Administration*
- ✓ *Contract Negotiation*
- ✓ *Existing Contract Renegotiation*

## **Expense Management Solutions can even add value after the supplier relationship has been established!**

- Enhance existing scope of work definitions and SLAs to strengthen performance and relationship management.
- Develop and implement a customized relationship management program with full documentation, processes, policies and internal structures to effectively manage an entire portfolio of supplier relationships.
- Support relationship rescue efforts.
- Implement the Hiperos R.Portals browser based technology platform for managing supplier relationships.

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## Supplier Relationship Management

- ✓ *SRM Program Development*
- ✓ *Hiperos R.Portals<sup>(TM)</sup> Implementation*
- ✓ *Performance Management Programs*
- ✓ *Governance Programs*
- ✓ *Compliance Health Check*
- ✓ *Relationship Healthcheck*
- ✓ *Supplier Risk Profiling*

## **Lock in Value Through SRM!**

*Expense Management Solutions* is a pioneer in Supplier Relationship Management. For over a decade, we have invested to develop the proprietary processes and tools that have helped our clients succeed.

Regardless of your level of SRM maturity, we can help you improve your program and achieve true breakthrough performance.

## **Automated Compliance Programs**

Colleges and universities face a myriad of regulations and institutional initiatives requiring the vigilance of procurement departments to monitor the compliance of their suppliers.

*Expense Management Solutions* has developed tools to help manage this complex and time consuming process. We utilize technology and an automated process to collect data from the suppliers, which is analyzed and compiled into a comprehensive report identifying compliant and non-compliant suppliers, as well as your top compliance challenges. Automated compliance programs from *Expense Management Solutions* enhance transparency and facilitate reporting and communication.



### **Hiperos**

The Hiperos R.Portals™ platform enables clients to manage a single relationship, or an entire portfolio of complex services relationships more effectively. The solution has been developed based on our fifth generation, proprietary Performance Management Program™ methodology. Clients subscribe to a “software as a service” platform providing a comprehensive view of their relationships, enabling the tracking of performance management, compliance, internal market intelligence, client policy and procedures, performance scorecards, external market intelligence and analytics.

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## **Expense Management Solutions, Inc.**

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On the World Wide Web  
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