

## Benefit From Our Strategic Procurement Strategy.



### TARGET CLIENT

- Any organization that spends a minimum of \$5,000/month on office supplies, toner, paper and janitorial supplies.

### AREAS TO REVIEW

- Office and computer supplies, office equipment, furniture, toner, paper and janitorial supplies.

### RECOMMENDATIONS

- Recommendations will generally be prepared and presented by Blue Coast and chosen supplier.

### IMPLEMENTATION

- Blue Coast and supplier will implement program.

### AUDIT

- A Blue Coast rep is responsible for obtaining documentation needed to document savings.

### DOCUMENT SAVINGS

- Blue Coast will document savings and invoice client.
- They will work with your clients to identify those items that provide the lowest cost for the client's business and help standardize products and evaluate changes to generics.
- They will help the client establish comprehensive purchasing rules and levels of approval so that unnecessary purchases are eliminated.
- They will establish shopping lists exclusive to the company at prices designed to save money.
- They will provide online reporting by business group and type of product so that the client can enforce budget compliance.
- They are the only supplier of these types of products that does not engage in matrix pricing - the price that is established will remain until the wholesale cost changes - it will not change based upon a computer formula designed to change over a period of time.
- No one works on commission - the goal is to retain customers through cost containment.

### GETTING A "SECOND OPINION" FROM BLUE COAST IS COST-FREE AND RISK-FREE. JUST LIKE THE PEACE OF MIND IT PROVIDES.

Now, thanks to Blue Coast, it's easy to get an expert "second opinion" on a score of crucial business-to-business services. And enjoy a "win-win" situation—regardless of the results.

For starters, with Blue Coast, there's no initial cost, risk or obligation. We simply want to help you to be the best manager you can be. Make it quicker and easier for you to do your due diligence. And introduce you to some smart new ways for your company to save money.

Often, the savings can be significant. But even on those rare occasions when Blue Coast can't save you money, you'll still come out way ahead. Because you'll have gained the added peace of mind that comes from knowing your company has already made a wise, cost-effective choice regarding a specific service, resource and/or vendor.

### Your Blue Coast Advisor

*Rawls Enterprises Inc.*

4263 Crosswinds Drive, Milton, FL 32583

Office Telephone: (850) 479-6256 / 479-6196

Office Fax: (850) 807-7280

Bob Rawls: Advisor  
Cell #: (850) 723-3081  
E-mail: bob@loopfl.com  
rrawls@bcfgservices.com

Stephan Rawls: Project Coordinator  
Cell #: (850) 723-3207  
E-mail: srawls@loopfl.com