



# Stop the Bleeding.

The 150 expense categories that no one watches.

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RECOGNIZED BY

**Inc.  
5000**

WHERE WE'RE GOING TO START

Same dealer group. Same credit bureau.  
**Four different prices.**



**Nobody approved that. It just happened.**

One group. One product. The highest location pays 106% more than the lowest.

AND IT ISN'T JUST CREDIT BUREAUS

# 25%

That's the average overspend across  
**your indirect expense categories.**

The hard part isn't the overspend. It's that nobody in your building can tell you which categories are bleeding the most.

#### HOW IT GOT THIS WAY

## When everyone is in charge, **nobody is in charge.**

- Every store buys independently, so the group never uses its own volume
- Managers buy supplies part-time, between forty other responsibilities
- Pricing is rarely challenged because nobody has a benchmark to challenge it with
- Contracts auto-renew before anyone thinks to look at them

OF DEALERSHIPS

# 95%

purchase this way. Decentralized,  
part-time, unbenchmarked.

## THE SCALE OF IT

Nobody built this on purpose.  
**It accumulated.**

**150+**

EXPENSE CATEGORIES

### **Each is a contract**

Shop supplies, hazardous waste, card processing. Everyone is a supplier, a renewal date, and a price you are either negotiating or accepting.

**200+**

TYPICAL FOUR-STORE GROUP

### **Active suppliers**

Across more than 60 categories. Duplicate vendors on the same spend, no single source of truth on what the group actually pays.

**0**

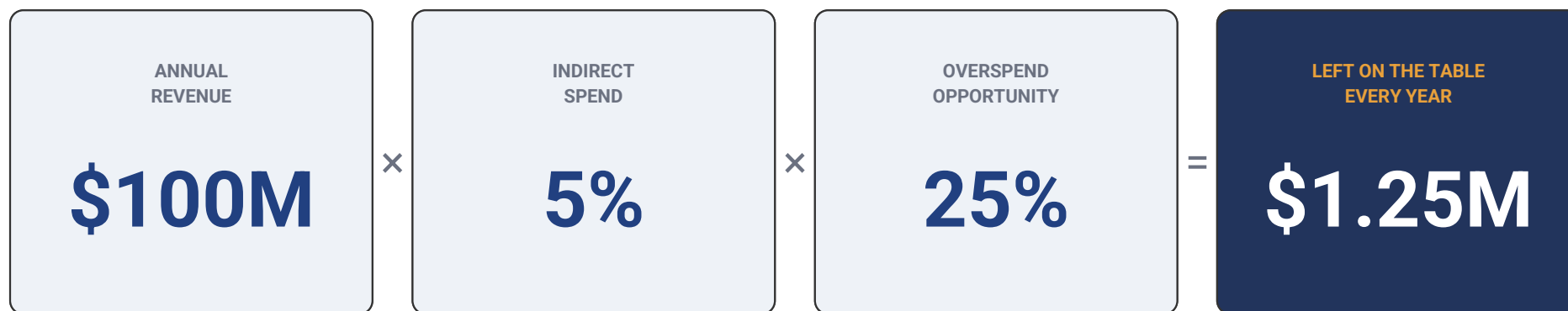
PEOPLE

### **Who owns it full time**

150 categories need 150 kinds of expertise. No dealership staffs for that, and none should have to.

## RUN THE MATH

Here is what it costs you  
**to do nothing.**



*Example for a \$100M dealer. Every revenue tier follows the same equation.*

FIND YOUR ROW

Then ask what three years  
of waiting costs you.

ANNUAL REVENUE

\$25M

\$50M

\$100M

\$250M

\$500M

\$1B

\$2B

YEAR ONE OPPORTUNITY

\$312K

\$625K

\$1.25M

\$3.13M

\$6.25M

\$12.5M

\$25M

THREE-YEAR CUMULATIVE

\$937K

\$1.88M

\$3.75M

\$9.38M

\$18.8M

\$37.5M

\$75M

## TEN YEARS, TWO APPROACHES

Same dealership. Same spend.  
**One decision.**

### DOING IT YOURSELF, PART TIME

**\$240,122**

5% of spend addressed each year at an 8% savings rate.

### DOING IT PROFESSIONALLY

**\$12,006,107**

80% of spend addressed each year at a 25% savings rate.

*\$11.8 million in savings that simply never happened over 10 years.*

You can sell your way to another million dollars of profit.

**Or you can stop overpaying for what you already buy.**

WHY THIS IS THE FASTEST MONEY YOU WILL FIND

A dollar saved and a dollar sold  
**are not the same dollar.**

IN COST REDUCTION

**\$1,000,000**

Captured inside one year. Recurring every year after.

OR THE EQUIVALENT IN NEW SALES

**\$33,333,000**

What you would have to sell at a 3% net margin to net the same profit.

*One of these takes a year. The other takes a decade.*

WHO IS TELLING YOU THIS

Thirty years doing exactly this,  
**for dealerships only.**

**\$1B+**

Saved for clients

**1,000+**

Dealerships served

**150+**

Expense categories

**25%**

Average savings

**3:1**

Guaranteed ROI

**We take zero compensation from suppliers. Your savings are the only way we get paid.**

## HOW IT WORKS

# Three phases.

## First savings inside 60 days.

# 01

MONTHS 1 TO 3

### Strategic Setup

Kickoff with your team. Full spend assessment. We agree on four to six categories to attack first and identify the quick wins.

# 02

MONTHS 4 TO 6

### Strategic Solutions

Competitive quoting begins. Implementation follows. Decisions inside 30 days. You reach breakeven on the engagement.

# 03

MONTH 7 AND BEYOND

### Strategic Savings

Positive ROI achieved. Ongoing contract management, continued category sourcing, and supplier compliance audits hold it there.

**THE PROOF**

# Five categories. Five real dealers.

| CATEGORY                     | YEAR ONE SAVINGS | TOTAL BENEFIT              |
|------------------------------|------------------|----------------------------|
| Dealer Management Systems    | <b>\$2.22M</b>   | \$4.28M over two years     |
| Small Package Transportation | <b>\$322,455</b> | \$996,675 over three years |
| Credit Card Processing       | <b>\$209,768</b> | \$648,093 over three years |
| Shop Supplies                | <b>\$175,056</b> | \$541,081 over three years |
| Credit Bureaus               | <b>\$81,764</b>  | \$252,723 over three years |

*Every figure validated against actual client invoices.*

## THE SAVINGS CLUB

Groups that crossed  
**seven figures with us.**

**\$3M**

**Russ Darrow Group**

27 locations

**\$2M+**

**Emich Automotive**

Three savings awards

**\$1M**

**Schomp Automotive**

Award delivering 2026

**\$1M**

**Giles Automotive**

13 locations



They found savings that we never knew existed. They are critical to our profitability goals.

**Trevor Mack**

Phil Long Dealerships

## WAY TO START

Pick the one that fits  
**how your group likes to begin.**

### PROGRAM OPTION | RECOMMENDED

## Profit Improvement Program

Minimum 3:1 ROI, guaranteed.

- Vendor Quotes, Negotiations, Benchmarks, and audits
- Vendor Neutral -
- 12-month DMS data extraction and full spend report
- Purchasing diagnostic interviews with your team

**Talk to us.**

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Same group. Same item.  
Four different prices.

**That is still happening  
in your stores right now.**

Every month you wait is profit walking out the door. The question isn't whether you can afford to fix it. It's whether you can afford not to.