

EXPENSE MANAGEMENT + CONSCIOUS CAPITALISM

BUILDING A BRIDGE BETWEEN SMART SPENDING & SOCIAL GOOD

PinPoint
FIND IT. SHARE IT.™

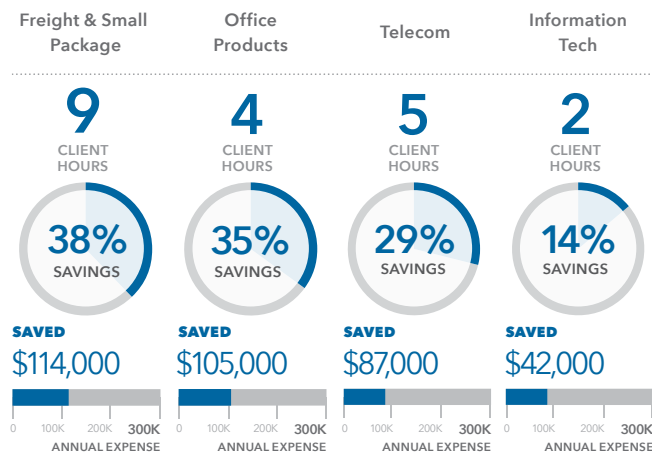
PinPoint™ Find It, Share It is the first and only program designed to FIND hidden cost savings through a no-risk expense assessment and if we help you save, we will SHARE a portion of OUR pay-on-performance revenue, with a non-profit of YOUR choice. We call this **Foundraising™** and invite you to join us using your business as a **FORCE FOR GOOD.**

PinPoint™ · FIND IT

“PinPoint™ Find It is a no-risk, low touch, high ROI program that uses a pay-on-performance compensation model; which means there is no cost to you if no cost savings are found. Our SMART Spending™ strategy and free expense assessment helps find hidden cost savings using extensive buy-side intelligence. As your **buyer's advocate** we will:

- S** **Source** - Subject Matter Experts (SME's)
- M** **Manage** - SME(s) to obtain the highest project ROI
- A** **Act** - on Opportunities for Cost Savings and Operational Efficiencies
- R** **Recover** - Lost Profits & Refunds
- T** **Track** - Cost Savings, Supplier Compliance & Continuous Improvement

Example of Client Hours and Savings



If You Don't Save, We Don't Get Paid

The PinPoint™ Find It, Share It program is a pay on performance compensation model. If our SME's don't find cost savings you pay NOTHING.

Why It Matters

Indirect expense impacts as much as 30% of revenue for corporations in the US. Managing supplier costs is ever changing and internal allocation of supplier expenses is highly fragmented, requiring constant monitoring. Often, even with focused effort, corporations are unable to capture all the lost profits impacting their bottom line. SMART Spending™ requires deep expertise and understanding of the suppliers costs in order to find hidden savings. Research shows a majority of corporations could be more profitable with the help of expense management experts, who bring an advantage to the buyer's negotiation table.

WAITING FOR TROUBLE



of businesses will not review suppliers until THERES A PROBLEM.

LACK OF TRAINING



of employees purchasing goods and services have NO FORMAL PURCHASING TRAINING.

NOT IMPORTANT



of FDs believe procurement is NOT A STRATEGIC SOLUTION.

Who Benefits

C-Suite Executives, B-Corporations, Corporate Foundations, Nonprofits, Private Equity, Valuation Companies, Consultants & Buyers/Sellers of Businesses

Free Expense Assessment

We Are **RESULTANTS™** Not Consultants

We find cost savings opportunities and supplier optimization beyond the **low hanging fruit** that most organizations have already identified. In fact, we are so confident we can help you; we offer a no risk, no cost **Expense Assessment**. If no savings are found you don't pay us.

PinPoint™ · SHARE IT

PinPoint™ Share It enables corporations to use their business as a Force for Good. We will also SHARE a portion of OUR performance based revenue, from each client engagement, with the charity of our client's choice. PinPoint™ also inspires our clients to SHARE a portion of their new found capital to reinvest in their people and social good.

6 OF 10 PEOPLE
will pay more for products and services from a **COMPANY WITH GOOD VALUES.**



66% OF CONSUMERS
say their perception of the **CEO** affects their opinion of a **COMPANY'S REPUTATION.**

PinPoint™ Success Stories

EST. FOUND \$2.5 MILLION	FOUND \$60,000	FOUND \$100,000	FOUND \$150,000
SHARED TBD	SHARED \$10,000	SHARED TBD	SHARED \$17,000
TBD			



"I am proud to have been part of the amazing growth and success of ULTA and I am sure that Savii Group and SME will continue to be a part of ULTA's growth as they open new DC's and optimize the network. It was a pleasure working with both you on the important initiatives and projects."

- Teresa Cortez, Dir. Transportation Services,
ULTA Beauty Supply



"RJ Kelly and Gina Anderson have been a major help in improving our supply purchasing...and more importantly, significant savings compared to our previous contracts..."

-Edward S. Cohen, CEO,
Genesis Healthcare Partners

Conscious Capitalism Realized

Staying competitive in today's socially conscious climate means more than having good products and being profitable. Not only are consumers more likely to buy from brands that share their social values, they are willing to spend more on their products, are nearly twice as loyal and employees are more than 50% more engaged and nearly 20% more productive. Turns out doing good is good for business.

Our Story

PinPoint™ Find It, Share It was conceived by San Diego entrepreneurs Gina Manis Anderson, and Mark Neilson to help C-Suite executives increase profits and employee engagement while using their business as a Force for Good. *We are passionate in our professional lives about helping businesses increase profitability and efficiency through our elite team of experts in expense management and passionate in our personal lives about doing social good in our community.* That's why we created the PinPoint™ Find It, Share It program - to help companies foster more Conscious Capitalism.

Pinpoint™, Find It, Share It launched in 2015 as a program helping corporations and nonprofits use **found money** as a sustainable way to fund social causes, while **increasing profits**. Some organizations who have already benefited by our **Fundraising™** are: **United Way, Easter Seals, Junior Achievement, BCRF** and **Habitat for Humanity** to name a few.