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# Business Solutions for Bottom Line Impact

First Genesis Financial Group

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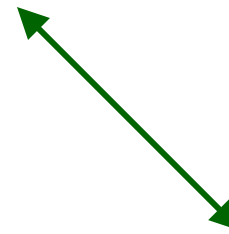
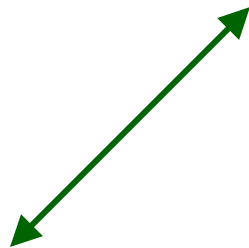
First Genesis Financial Group has established formal and informal relationships with a variety of vendors and professionals to help address your corporate needs and objectives, above and beyond the financial solutions we provide. You may choose to take advantage of our relationships and suggestions, or you may choose to work with your own established vendors and professional advisers. Our goal is simply to provide you with the resources and assistance your company needs to be successful. L0709051822 [exp1210][DE,MD,NJ,NY,PA][DC]



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## First Genesis Corporate Solutions



**MF Irvine Corporate Solutions**



**Strategic Purchasing Group**



Some principals and representatives of First Genesis have an ownership stake in M.F. Irvine and SPG. As a result, they may receive a referral fee and/or additional compensation if you choose to take advantage of the products and services offered through these organizations. **M.F. Irvine and SPG are separate entities from First Genesis Financial Group and are independently responsible for the products and services that they provide.**



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## How Can Your Company Benefit?

- Increased bottom line through reduction of costs
- Greater awareness and opportunity for employees to contribute to expense management
- Independent, objective advice
- Increased leverage of existing human resources
- Improved compliance and mitigation of risk
- Reduced employee turnover
- Wider visibility and access to a range of programs



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## Barriers to Maximizing Profit

1. Lack of effective new ideas on cost reduction strategies
2. Economic challenge of reducing fixed costs without sacrificing quality or terminating employees
3. Lack of time or expertise
4. Lack of third party oversight or audit in product or service acquisition process
5. Internal resistance to third party review of corporate spending (HR, CFO, Purchasing, Comptroller)
6. Inherent conflict of interest between broker or vendor compensation and delivering competitive pricing



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## Results of Actual Client Engagements

### Creative Financial Group

Size: Regional  
 Locations: 5  
 # Employees: 400+  
 Spend Reviewed: \$2,200,000  
 Total Savings: \$705,000 or **32%**  
 Projects: Phone, IT, Office Supplies,  
 Benefits, Risk Management

### HVAC Manufacturer/Distributor

Size: International  
 Locations: 75  
 # of Employees: 1,800  
 Spend Reviewed: \$6,300,000  
 Total Savings: \$1,600,000 or **25%**  
 Projects: P&C, Express Mail, Equipment  
 Maintenance, Employee Benefits

### After-School Child Care Centers

Size: Regional  
 Locations: 14  
 # of Employees: 130  
 Spend Reviewed: \$900,000  
 Total Savings: \$270,000 or **30%**  
 Projects: P&C, Employee Benefits,  
 Office & Janitorial Supplies

### Construction Company

Size: Local  
 Locations: 1  
 # of Employees: 35  
 Spend Reviewed: \$450,000  
 Total Savings: \$270,000 or **40%**  
 Projects: P&C, Employee Benefits, Phones,  
 Copiers & Janitorial Supplies



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## Integrated Team of Specialists





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## Our 5-Step Process

- Identify opportunities for cost savings
- Establish areas for program improvements
- Agree on compensation model
- Select and implement expense reduction strategies
- Ensure that the program pays for itself
  - Guaranteed return on investment



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## Next Steps...

- Answer some initial questions
- Schedule a follow-up meeting with appropriate individuals for more in-depth data gathering
- Analyze current spending
- Propose areas for saving opportunities