

Contract Compliance US Law Firm

Selected Category results for a single customer

Errors	Omissions
Transposition errors / Extra charges / Extra taxes / Extras which should be included in pricing / Wrong pricing from contract / Double payments / Contract T&Cs not followed / Discount not applied	Contract missing pricing detail / Contract T&Cs not clear / Incentive payments missing or lower / Most Favored Nation (MFN) pricing not being followed / Missing contracts / Missing invoice detail / Cross supplier price opportunities / Undercharges used to 'offset' overcharges

Supplier Name	Annual Spend	Baseline for Errors (3-Year)	Baseline Years	Errors Found	Errors % of Baseline	Baseline for Omissions	Omissions Years	Omissions Highlighted	Omissions % of Baseline
Office Supplies 1	\$800,000	\$2,400,000	3	\$24,000	1.00%	\$4,000,000	5	\$800,000	20.0%
Office Supplies 2	\$150,000	\$450,000	3	5400	0.012%	\$450,000	3	\$58,500	13.0%
Records	\$500,000	\$1,500,000	3	\$54,000	3.60%	\$1,500,000	3	\$360,000	24.0%
Copiers Overall	\$575,000	\$1,725,000	3	\$3,450	0.20%	\$1,725,000	3	\$483,000	28.0%
Copier Supplier 1	\$200,000	\$600,000	3	\$7,200	1.20%	\$600,000	3	In above	
Copier Supplier 2	\$250,000	\$750,000	3	\$3,000	0.40%	\$750,000	3	In above	
Copier Supplier 3	\$125,000	\$375,000	3	\$6,000	1.60%		NA	In above	
VAR	\$3,000,000	\$9,000,000	3	135000	0.015	\$9,000,000	3	\$918,000	10.2%
Staffing Services	\$1,900,000	\$5,700,000	3	\$0	0.00%	\$5,700,000	3	\$855,000	15.0%
Staffing Company 1	\$1,500,000	\$4,500,000	3	\$56,250	1.25%	\$4,500,000	3	\$634,500	14.1%
Staffing Company 2	\$400,000	\$1,200,000	3	\$6,000	0.50%	\$1,200,000	3	\$268,800	22.4%
Overnight Mail	\$500,000	\$1,500,000	3	\$27,000	1.80%	\$1,500,000	3	\$94,500	6.3%
Total	\$7,425,000	\$22,275,000		\$327,300	1.45%	\$23,500,000		\$3,027,917	14.6%