



**WHAT CAN YOUR COMPANY
DO WITH MORE MONEY?**

The
SALT
GROUP

Spending Analysis Liaison Team



We have been increasing our clients' Cash Flow since 1988.

The SALT Group® will recover and/or reduce your Operating Costs & Expenses with virtually no time or effort required on your part – and with the intellectual equity we provide, your company will continue to benefit from the increased cash flow that our service generates for years to come!

100% Contingency Fee-based Overhead Cost & Expense Reduction Reviews

If we cannot identify any benefits for your company, then there is absolutely no fee for our services.

The SALT Group® is focused on providing its clients with very efficient and accurate Operating Costs & Expense Reduction Reviews. We specialize in this area for one simple reason: It's easy for companies to overpay and/or overspend in several Accounts Payable areas. Many factors contribute to and cause misspending, but whatever the reason may be, transactional overpayments and overspending in general occur on a regular basis. That is why 9 out of 10 Operating Costs & Expense Reduction

Reviews we perform will result in recoverable dollars and/or future savings.

The SALT Group's Mission:

To perform an Operating Cost & Expense Reduction Review that will maximize each client's Benefits while requiring a minimal effort on their part. Furthermore, we seek to provide our clients with the benefit of our extensive knowledge so that future Transactional Overpayments and other Overspending is either minimized or eliminated.

WHAT CAN YOUR COMPANY DO WITH MORE MONEY?

Enhance Valuation

Improve Facilities

Upgrade Systems

Hire Critical Staff

Invest in Growth



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The SALT Group® is your Spending Analysis Liaison Team, bridging the gap between your vendors and a lower monthly cash outlay.

The SALT Group® offers several non-invasive, risk-free Overhead Cost and Expense Reduction services specifically designed to reduce your company's total monthly spend and increase cash flow going forward.



WASTE

SALT's Waste experts specialize in keeping the full scope of your Waste Removal costs as low as possible. Our consultants focus on Waste Removal Industry pricing in order to determine what fair market rates should be in your local area. That's why we are able to reduce our clients' Waste spend over 90% of the time – and by 30% on average.



TELECOM

Most businesses pay too much for Local, Long Distance, Wireless and Internet services. Odds are your company is doing the same. The SALT Group® will thoroughly analyze your current Business Communications services to find cost-saving solutions that will ensure your Telecom spend is as low as possible.



ENERGY

A SALT Group Energy Review focuses on customizing your Electric and Natural Gas services to your company's specific needs. You can also

rest assured that our consultants will negotiate the best possible rates for those services and that any and all Billing discrepancies will be resolved on your behalf.

The SALT Group® reduces your overhead by lowering Utility costs. Using tools such as Services Analysis, Contract & Billing Reviews and Rate &

Tariff Auditing, our consultants create savings in the form of refunds, rate reductions and credits on several Utilities, including Deregulated Gas or Electric Programs and Water & Sewer services.



PROPANE

Are you getting the lowest markup margin from your Propane supplier? Further still, is your supplier getting the lowest markup from their Distributor – which affects your per-gallon price? The SALT Group's Propane Savings model addresses BOTH sides of the equation to quickly and effectively reduce your total Propane spend.

The SALT Group® specializes in comprehensive Operating Cost & Expense Reduction Reviews. Our services are efficient and non-invasive, requiring virtually no time or effort from you or your staff! Better still, there's never any risk in working with The SALT Group® because our fee is always based on our performance: If we cannot identify any Benefits for your company, then there is NO FEE for our service!

For more information about our Services and to calculate your potential cash flow increase, please visit www.thesaltgroup.com

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The Top 4 Reasons Why Companies Choose The SALT Group® To Perform Operating Cost & Expense Reduction Reviews:

#1) Outstanding Results

92% of Reviews performed by The SALT Group® will result in Benefits for the client.

#2) Our Non-Invasive Process

Our promise is to not interrupt your operations during the course of our Review – and our clients agree that we keep that promise.

#3) Our Turn-Key Service

The SALT Group® will do all of the work necessary to maximize your company's total Benefits – virtually no effort is required on your part.

#4) The “ZERO Risk” Factor

The SALT Group® works on a contingency fee basis: If we find nothing, you pay nothing – it's that simple!

“Our experience was wonderful. As promised, they were non-invasive... The consultant demonstrated extraordinary expertise... they found a substantial overpayment and filed all the appropriate paperwork on our behalf.”

– *CFO, Lippmann-Milwaukee, Inc., Milwaukee, WI*

“We have used the services of The SALT Group a number of times and have found this firm very honest and thorough in reviewing our utilities for errors. I can recommend The SALT Group to any organization...”

– *President, Conveyors, Inc., Mansfield, TX*

“I was very pleased with the results... the training provided to me and my staff is unsurpassed. The review did not take any of my time or require the use of my staff.”

– *AP Manager, Houghton Mifflin Harcourt, Orlando, FL*

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