



# LOST & FOUND

Ring Power, a prominent Caterpillar (CAT) dealer with 27 locations in the Southeastern United States, enjoyed discounted pricing through a nationwide CAT pricing program with Waste Management. However, recognizing the importance of continual optimization of their operations, Ring Power engaged Lost & Found to review their existing pricing and waste agreements. The partnership with L&F revealed performance improvement opportunities, cost savings, and overages refunds for Ring Power.

## Challenges

- 1) No line of sight into performance of their waste management terms, agreement, pricing and invoicing.
- 2) Identify business cost savings that could be redirected as additional resources for new growth initiatives.
- 3) Identify and mitigate risks to the business' overall financial well-being.

## Solution

- 1) Exhaustive audit of pricing and waste agreements meticulously reviewing each provision, line item, and clause to identify areas of cost improvement.
- 2) Analyzed invoices, contracts and pricing structures, identifying instances of over charges.
- 3) Optimize waste agreements by skillfully negotiating with Waste Management to secure best in class pricing.
- 4) Partnered with Ring Power's legal team to eliminate predatory language, reduce ambiguities, and protect the business' interests.
- 5) Provided systems and structures to increase clarity and long-term cost stability.



# Ring Power®



## Ring Power achieves 100K in savings without switching services.

## Results

Significant cost savings exceeding \$100,000 over the agreement's term, as well as \$15,000 in credited overcharges. These savings directly enhanced Ring Power's financial performance and provided additional resources for growth.

## Contact Us

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