



# **ALL Associates Group**

## **Overview of Tools and Services**

## Introduction

ALL Associates Group is internationally recognized as an industry leader in predictive modeling and data analytics. We support the ever-changing needs of major industry manufacturers, channel dealers and global end users. For over 20 years, our EDAM® analytics tools have rapidly exposed the hardware, business process and systems costs and inefficiencies of 1,000's of organizations globally, identifying savings opportunities and highlighting opportunities for product and services sales.

The EDAM® services suite provides a consistent set of reports for specific companies, industries or geographies. Our experienced analysts and consultants create these reports, which typically involve large and complex scenarios for major and international corporations. Our services include:

## EDAM® Predictive Model

The EDAM Predictive Model provides an almost instant 'reasoned estimate' of a company's enterprise-wide document spend and where the major costs occur. The model also provides metrics and insight to the potential size and scale of savings that may be available.

**Customer input requirements:** minimal – the inputs are full time equivalent employees, industry classification by division or region, annual revenues (or revenue equivalent) and geographical distribution of employees.

**EDAM Predictive Model Outputs:** Executive-level summary containing:

- A summary view of the total enterprise costs for commercial, production and office documents;
- An indicative view of the direct and indirect costs of documents in the office document in six key areas – visible costs, IT support, IT infrastructure, administration, procurement and facilities, end user time and document management;
- An indicative view of the volume (pages) of output across office and production devices within the enterprise or selected establishments;
- An estimate of size, scale and location of potential "bottom line savings" and improved business efficiencies;
- An environmental impact summary

The Model will (i) enable a more informed, impartial business hypothesis on efficiencies and improvements in the overall document system and (ii) provide a detailed view of the fragmented office document environment within the company. Experience has shown that the most successful and enduring document and print-related projects have occurred through collaborative endeavors involving cross-functional teams, close supplier partnerships and a systems-thinking mindset.

## EDAM Collaborative Audit

The Collaborative Audit is conducted with the same methodology and metrics as the Predictive Model, but incorporates customer supplied information to validate and refine the model. ALL Associates' analysts will assist in the specification of the data types required, which normally includes:

**Customer input requirements include:**

- In-depth financial details, business reporting metrics and fixed asset register files;
- High level HR data, by job types and location;
- Procurement records;
- IT architecture and deployment;
- Organizational structure and operational establishments;
- Existing supplier-provided data.

Our staff, using the EDAM tools, databases and algorithms as a base measurement guide, then analyzes this collection of disparate data. Missing or erroneous data sets are 'corrected' by using EDAM's industry standard metrics. The resulting Collaborative Model report is based on, typically, 50% actual data and 50% predicted data – providing a new and holistic view of the customer's entire document system.

As more 'actual' data is used in the Collaborative Model, this approach produces convincing evidence for management consumption, without a significant demand on time and resources. Essentially, ALL Associates Group can turn your company's fragmented and apparently unconnected 'data' into tangible knowledge and understanding. In turn, this creates the wisdom to fashion new value for the business by pinpointing savings and process improvements previously 'out-of-view'.

### **Benchmark or Comparative Reports**

Many companies require a rapid benchmark or comparative assessment against their major competitors or vertical industry market. These are conducted by running several EDAM Predictive models involving one company and named competitors and comparing them across the overall industry sector. A matrix report of the companies is generated with a document efficiency index for each.

### **Web Tools and Services**

ALL Associates Group provides a variety of commercial web sites that provide access to a wide range of EDAM self-service tools and services. These include self-assessment tools for the office, production and commercial environments, geographic and industry distribution models and special reports on the world's largest corporations and organizations.

### **Ad hoc Reporting Services**

By nature, ad hoc reporting services are 'special requests' for reports or analytics that can be specially prepared from the EDAM Expert System.

Some examples of previous requests include:

- High-level opportunity report for the Fortune 1,000 companies;
- Industry specific reports, by country and company size;
- Territory opportunity planning and account prioritization against specific products or services;
- A report on total document costs within Greater London;
- Predicted volumes for two companies about to merge and identification of potential post-merger savings related to their document system;
- Emerging BRIC Market sales opportunities
- Estimated page volumes and equipment requirements for a major new headquarters building that was still under construction.

EDAM® is a registered trade mark of ALL Associates Group, Inc.