

## CASE STUDY »

*Improving Payment Optimization + Business Outcomes*



### CLIENT BACKGROUND

Leading integrated energy manufacturing and logistics company with an annual capital project and maintenance budget approaching \$2B.

### CHALLENGE

Today's biggest companies conduct business with thousands of vendors, most governed by one or more contracts. Usually in-house teams don't have the time or the specialized expertise to ensure the deal negotiated was the deal received. No company wants to overpay. This client was no exception and realized that approvers or project controls staff did not have the time to perform a comprehensive review of vendor charges, allowing for material amounts of profit leakage.

"Having a Pre-Pay Invoice Review team in place like CPRS — who are educated and specialize in making sure the contract language is interpreted properly for invoicing practices — has literally prevented overpayment of millions of dollars for our company."

**WE *are* DEEP DIGGERS.**

**WE *are* SLEEVE ROLLERS.**

**WE *are* FINDERS *of* LOST PROFITS  
*and* OVERPAYMENTS.**

### SOLUTION

CPRS worked with supply chain and finance to understand the client's P2P process. We developed contract briefs and testing protocol based on scoped vendors. We applied a comprehensive audit methodology utilizing proprietary software tools to identify erroneous billings. The findings were fully auditable back to originating billings. Data metrics allowed for a complete analysis of where errors were occurring and how they could be rectified moving forward.

The enterprise partner developed a trusting relationship with CPRS to execute these audits — minimized risk and maximized the value back to their bottom line sustainably over time.

During our thorough contract compliance audit of a large vendor, we discovered and conveyed to the client questionable charges outlined in our observations in the amount of \$1.5 million.

We discovered the same \$850,000 third party passthrough invoice billed against different purchase orders on different invoices in different months resulting in a recovery of \$913,750 inclusive of mark-up. We also identified equipment billed that required two operators when there were not two operators on-site to actually run the equipment resulting in \$150,000 recovery.



We've reviewed over  
**19,000 invoices**  
for the client in 2020.



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REACHING BEYOND *the* LOW-HANGING FRUIT *to* UNCOVER  
MEANINGFUL, REPEATABLE *and* SUBSTANTIAL RECOVERIES.

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## BUSINESS IMPACT

Once the client had CPRS in place, the forward-thinking benefits of partnering quickly became obvious in the company's bottom line.

"It's important to realize our cost savings as soon we can....with having Pre-Pay Invoice Review in place — this leads to value capture and process improvement that happens in real time."

At CPRS, we dig deep to find and identify gaps in compliance, iron out discrepancies, identify revenue leaks and recover lost profit. Our in-depth review of your contract-based spend will find and recover overpayments and stem future losses. Our approach to profit recovery combines targeted data analysis and the best forensic auditors in the industry.

We prevented / recovered over  
**\$10 million**  
in overpayments for a  
single client in 2020.



T E N A C I T Y P A Y S

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**GET IN TOUCH!**

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