

OPPORTUNITY IN SIGHT

Uncover the Risks and Rewards of Third-Party Relationships

Recover Costs, Maximize Benefits & Mitigate Risks

Business Disruption is Inevitable and Happening at an Accelerated Pace



Requiring a Recalibration of Vision to Uncover New Opportunities



Re-imagining
People Strategy



Empowering
Operations



Navigating
Disruption



Digital
Transformation

AREA OF FOCUS

Today, We're Covering

Empowering Operations

QUICK TIPS

Zoom Webinars

Ask Questions in Q&A Box

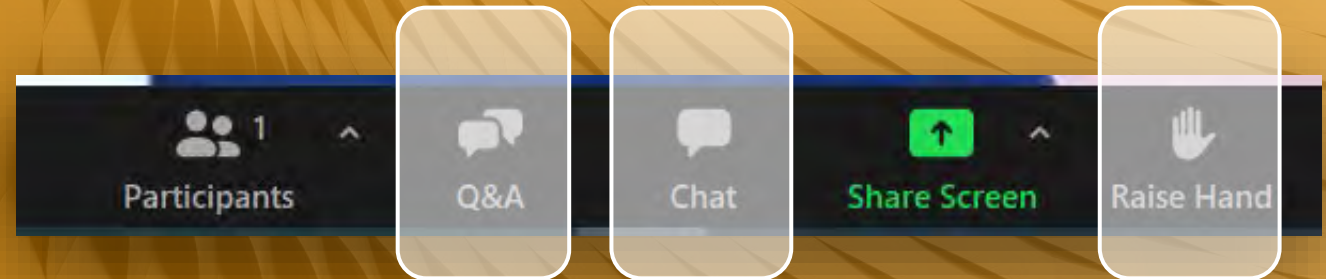
- Click the Q&A button to open the window
- Type your response in the text field
- Click Send

Chat

- Click the Chat button to open the chat panel
- Type your message in the Text box at the bottom of the panel
- Press Enter to send your message

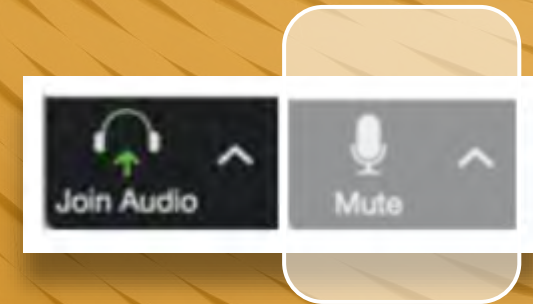
Raise Your Hand

- Click the Raise Hand button at any time to indicate to the host know that you have a question or need assistance
- To lower your hand, click the Lower Hand button



QUICK TIPS

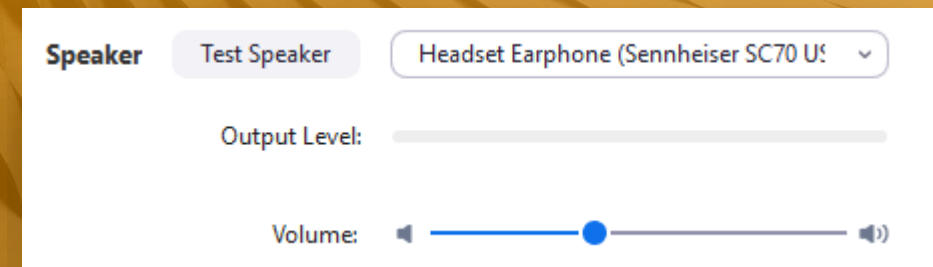
Adjust Audio Speakers

**Mute | Unmute**

- In the meeting controls, click the arrow next to Mute | Unmute in lower left corner

Audio Options

- Click Audio Options - this will open your audio settings
- Click Test Speaker to play a test tone
- If you cannot hear it, select a different speaker from the menu
- Try adjusting the Volume



QUALIFICATION

Requirements for CPE

**RESPOND**

Actively Respond to all
Polling Questions

**STAY ON**

Stay on for the duration
of the broadcast

- Log in as an individual

FOR QUESTIONS

If you have technical
difficulties responding
to the polls, please send
an email to:

- Elevate@armaninoLLP.com
- Please include the name/date of
your session along with your poll
response

WELCOME

Today's Presenters



Amber O'Malley

Risk Assurance Advisory
Director
Armanino



Kevin Guy

Risk Assurance Advisory
Managing Director
Armanino



Chris Spartz

Risk Assurance Advisory
Senior Manager
Armanino



Sierra Medley

Risk Assurance Advisory
Supervising Senior
Armanino

Knowledge

Learning Objectives

Identify cost recovery opportunities related to third-party relationships

Discuss non-financial risks, including relationship quality, third-party performance, data privacy and protection, and ESG

Understand the benefits of setting up a contract compliance program

Exploring New Areas

Agenda

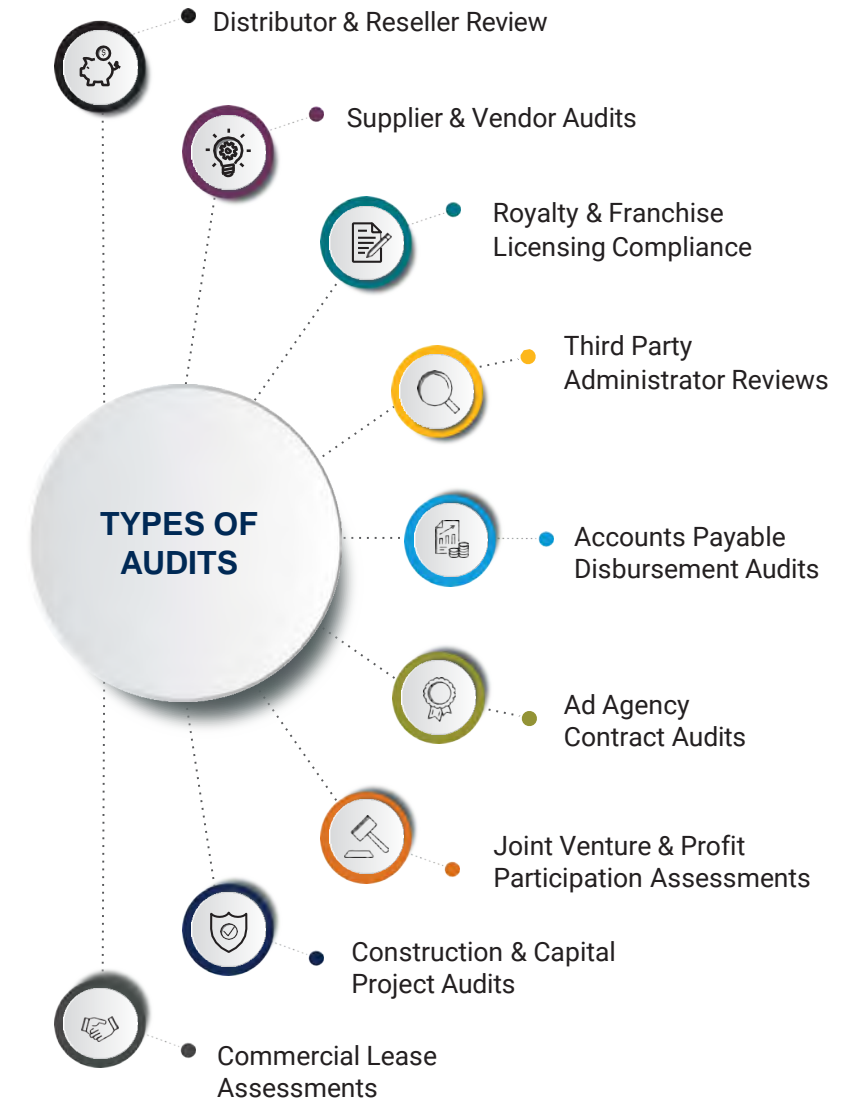
- Financial Risks
 - Contract Complexity
 - Human Error
 - Vendor Self-Reporting
- Non-Financial Risks
 - Regulatory
 - Reputation
 - Data Privacy and Protection
 - Other: Relationship Quality; ESG
- Benefits of a Contact Compliance Program
- Q & A

CONTRACT COMPLIANCE & COST RECOVERY PROGRAMS

Most businesses fail to realize the full value of their third-party relationships, resulting in substantial lost revenue or contract value leakage. Third-party contract audits help you maximize financial benefits while mitigating non-financial risks associated with critical business partners.

BENEFITS OF CONTRACT COMPLIANCE PROGRAMS

- Recovery of third-party overbillings
- Enhanced customer-3rd party business relationship and billing transparency
- Identification of process improvement opportunities and contract enhancements
- Historically strong engagement ROI (avg 7:1)



INITIATION

A contract compliance program can be a complex project involving stakeholders from across the business. They will have competing interests and concerns and any program must be structured to answer the following questions and queries...

What is the purpose of the program?	Who is sponsoring the program?	Is this a 'nice to have' or mandated?	Why me?
Where should we start?	Where are the results?	How are the reviews going?	How do we expand the program?
An annual plan?	Global expansion?	How do capture the value?	How do we prevent future losses?

Our experience shows that these pitfalls and concerns are managed by implementing the following structures:



Working Group



Program Management



Local Delivery



Action Tracking



Robust Supplier Selection



Marketing the Program



Recurring Themes

Q&A

A stylized compass rose is centered on the page. It features a circular base with eight main points and several smaller, secondary points. A yellow arrow is attached to the compass, pointing towards the top right. The background is a solid orange color with a torn paper effect at the bottom edge, where a white layer is visible. The text 'Q&A' is written in a white, serif font on the left side of the compass.

Thank you for
attending

Additional Questions?

Reach out to us at

Experts@armaninoLLP.com

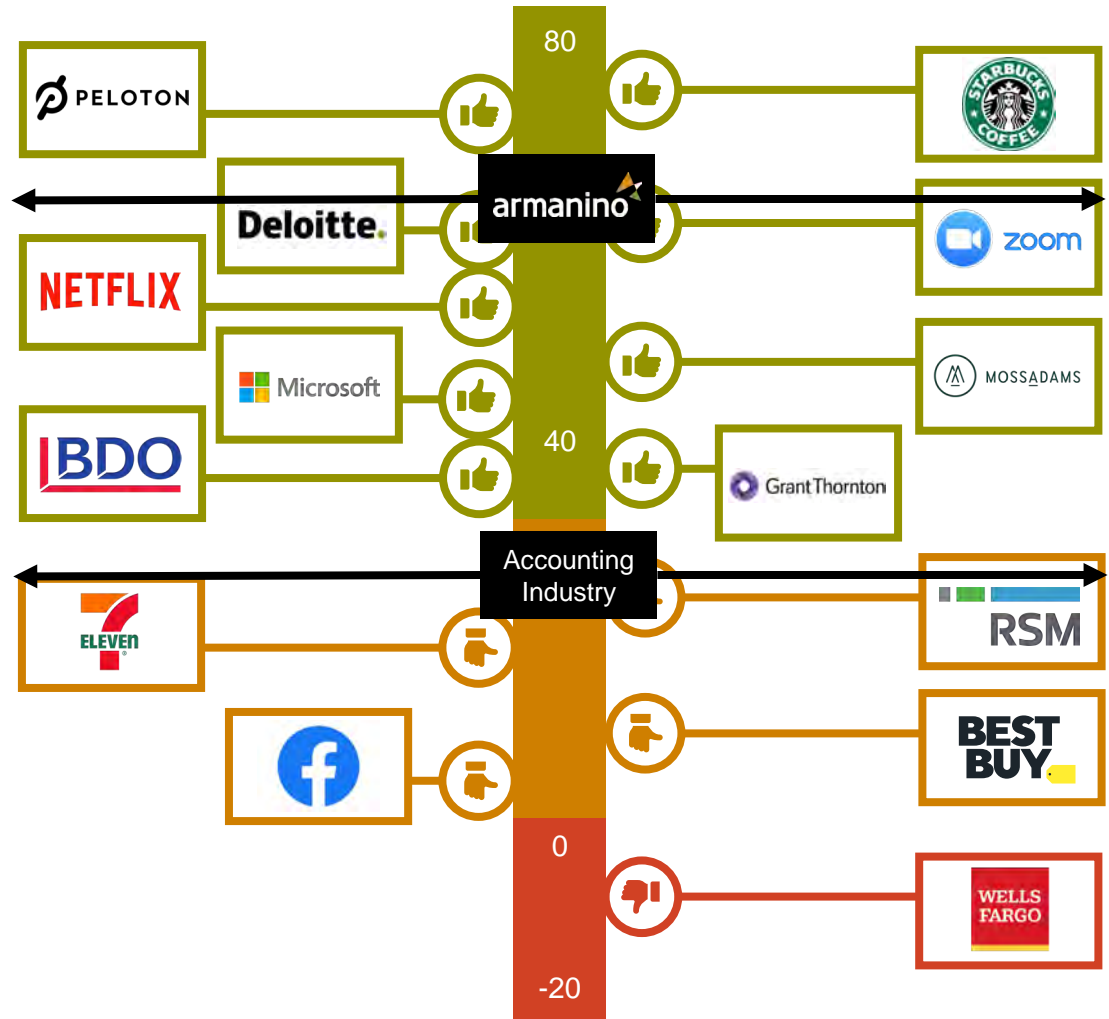


OUR CLIENTS' VIEW

We Know You'll Love Us

A Net Promoter® Score (NPS) is used by more than two-thirds of Fortune 1000 companies.

Armanino's NPS (68) is almost two times higher than the accounting industry average (38), and it places the firm scores closest to household name brands such as Starbucks, Peloton and Zoom.



Armanino offers clarity in a disruptive, ever-evolving world

Equipping you with the insights and tools needed to succeed today, and in the future



COMPLIANCE & REGULATORY

- Tax Planning
- Trust & Estate
- SOX
- Contract



ASSURANCE & ADVISORY

- Cybersecurity
- SOC
- Restructuring
- Revenue Recognition



STRATEGY & PLANNING

- Corporate Strategy
- Strategic Advisory
- Benchmarking
- Business Transformation



STAFFING & DEVELOPMENT

- Payroll
- Health Benefits
- Executive Search
- Interim Placement



TECHNOLOGY SYSTEMS

- ERP
- CRM
- Business Intelligence
- Managed Services



ACCOUNTING & BACKOFFICE

- Bookkeeping
- Budgeting/Forecasting
- Account Receivable
- Accounts Payable