

# Helping Expense Management Firms **Deliver Immediate Wins**

## **Partner Overview**

A national cost-reduction consultancy headquartered in Chicago, IL, works with clients across healthcare, retail, manufacturing, and municipal sectors. They focus on delivering fast, measurable savings that build client confidence and drive momentum for broader cost reduction initiatives.

## **Challenge**

Expense management firms need to prove value immediately with new clients. Without quick wins, it can be difficult to establish credibility and open the door for longer-term, more strategic services. This firm sought a partner who could deliver real, tangible results in complex areas like energy and mobile expenses — quickly and efficiently.

## **The Solution**

ComTec partners with the firm to create quick-win initiatives that:

- Benchmark energy and mobile spend.
- Identify actionable cost-saving opportunities.
- Implement optimizations rapidly with minimal disruption to client operations.

This approach allows the firm to show clear, auditable savings immediately, giving clients confidence and creating a strong foundation for broader initiatives.

## The Results

- To date, ComTec has delivered 24.7% savings across energy and mobile categories.
- Millions in operating costs have been freed for clients, creating immediate, tangible impact.
- The firm has strengthened credibility and client trust from day one, making it easier to expand into longer-term services.
- ComTec's solutions continue to be a key tool in the firm's portfolio, supporting ongoing expansion and reinforcing strong client relationships.



"ComTec allowed us to bring immediate, tangible value to our client. Their execution in cellular and energy optimization freed up millions in operating costs while enhancing sustainability goals. They were the perfect vendor partner to make our strategy real."

— Managing Partner, Expense Management Firm

