

# ANKLESARIA

## TOTAL COST SOLUTION

## PILOT PROJECT + FREE WORKSHOP



120+ CUSTOMERS



33+ YEARS



12%+ COST SAVINGS

## THE WORLD'S #1 TOTAL COST SOLUTION

The ANKLESARIA 5-day "hands-on" Total Cost Solution Workshop of 4-hour sessions per day is conducted by ANKLESARIA's Industry Experts who have an average of **25 years of strategic cost management experience.**

Learn about ANKLESARIA's market-proven methodologies to help your organization move beyond "**leveraging volume**" to "**leveraging ideas**" to achieve **break-through cost savings.**

ANKLESARIA Industry Experts will conduct a One-Month Pilot Project with your FREE Workshop attendees to **convert the Workshop models into measurable savings at your company.**

## PILOT PROJECT

"Self-Funds" the Workshop and future Strategic Cost Management projects.

## PILOT PROJECT + FREE WORKSHOP

Introduction to ANKLESARIA'S AIM&DRIVE Total Cost Solution 3.0 Platform

### Workshop: Cost Competitiveness

- Price Analysis
- Product and Service Cost Models
- Dynamic Cost Modelling - Price Discipline
- Total Cost of Ownership

### Workshop: Cost Breakthrough

- Strategic Supplier Collaboration
- Supplier Cost Challenge Process
- Leveraging Ideas to achieve break-through savings

### One-Month Pilot Project (Cost Savings)

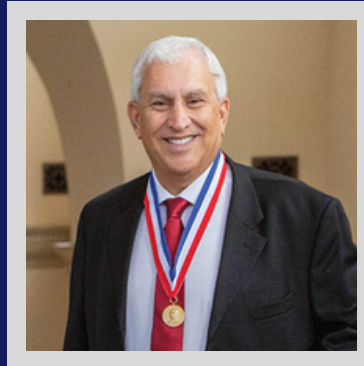
- Select a specific Product / Service scope and related Supplier(s)
- Develop a Detailed Cost Model
- Create high-level Supplier Market Analysis
- Develop strategy to Negotiate/Collaborate with Supplier to achieve cost savings

# INDUSTRY EXPERTS

## JIMMY ANKLESARIA

Jimmy is ANKLESARIA's Founder and Chairman, one of the world's leading authorities on cost management, the 2022 recipient of the J. Shipman Gold Medal (highest individual award from the Institute for Supply Management (ISM) and the author of the world's leading cost management books, (Zero Base Pricing and Supply Chain Cost Management)

[Read more](#)



## OLIVER ROSSI

Oliver is ANKLESARIA's Senior Vice President who has over 23 years of experience in developing the company's models and conducting workshops and implementing projects which generated hundreds of millions in cost savings at Shell, BP, Capital One, Deutsche Telekom, Hewlett Packard and more. Oliver has taught classes in Strategic Cost Management and Supply Market Analysis at the University of San Diego.

[Read more](#)



## ROB CASE

Rob is ANKLESARIA's Senior Vice President who has over 22 years of experience in developing the company's online courses, conducting workshops and implementing projects using ANKLESARIA methodologies, processes and models to generate hundreds of millions in cost savings at Nike, IBM, Shell, HP, LG, Pfizer among others.

[Read more](#)



# PILOT + WORKSHOP BENEFITS

Interactive Learning of ANKLESARIA Methodology and Models with **Experts who have generated hundreds of millions in cost savings at F-500 companies** globally:

- Over \$1 Billion in 3 years at global computer manufacturer
- \$800+ Million in 2 years for a leading mobile-phone manufacturer
- Over \$1 Billion in 3 years for a major Oil and Gas producer
- Shortened procurement lead time from 24 to 8 months and reduced supplier prices by 21% for a major Oil & Gas Operator
- Reduced component costs by 74% in 12 months for a leading mobile-phone manufacturer

**Build inherent capability and institutionalize** market-proven strategic cost management methodologies, processes and models across your organization.

Convert the Workshop models into measurable savings at your company to **self-fund the Workshop and future Strategic Cost Management projects.**

# TESTIMONIALS

"The ANKLESARIA team continues to demonstrate how additional value can be found using their tools and processes on an individual contract or at an overall category level. I have experienced their ability to handle every type of project from basic industry cost models to complex TCO models to contract value optimizations at two major companies in the Oil & Gas industry. We found their teacher/coach approach essential in obtaining internal buy-in and making their tools and processes part of our DNA."

Paul Massih, Former Vice President  
**Contract and Procurement UI, Shell**

"ANKLESARIA is a valued partner in the change management at LG Electronics. AIM&DRIVE® became part of our culture and our commitment to lower our costs through a 'win-win' approach with our suppliers. Their in-depth tools, techniques and teachings helped LG save millions of dollars more and fundamentally changed how effectively we do Procurement."

Tom Linton, Former Executive Vice President  
**Chief Procurement Officer, LG Electronics Inc.**

## PILOT PROJECT + FREE WORKSHOP

Available to Companies with up to 20 participants

**APPLY**

**FOR ANY ASSISTANCE  
CONTACT US**