

# ANKLESARIA

## TOTAL COST SOLUTION VIRTUAL WORKSHOP



120+ CUSTOMERS



33+ YEARS



12%+ COST SAVINGS

## THE WORLD'S #1 TOTAL COST SOLUTION

A 5-day "hands-on" workshop of 4-hour sessions per day conducted by ANKLESARIA's Industry Experts who have an average of 25 years of strategic cost management experience.

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

### WORKSHOP OUTLINE

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

Pre-Award Strategy (NEGOTIATION)

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

Post-Award Strategy (LEVERAGING IDEAS)

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

### WHY ATTEND?

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

- 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.

### TESTIMONIAL

"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

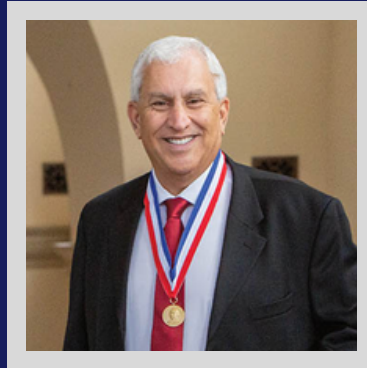
"ANKLESARIA is a valued partner in the change management at LG Electronics. AIM&DRIVE® became part of our culture and our commitment to lower our costs through a 'win-win' approach with our suppliers. Their in-depth tools, techniques and teachings helped LG save millions of dollars more and fundamentally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

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

# 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](#)



# SCHEDULE

Workshops that you can choose from globally for your teams:

## Total Cost Solutions Workshop - EMEA

By Oliver Rossi

July (Fri)

8:30

**CLOSED**

Central European Time

## Total Cost Solutions Workshop - USA

By Jimmy Anklesaria

July (i)

8:00

**CLOSED**

Pacific Time

## Total Cost Solutions Workshop - Asia

By Jimmy Anklesaria

Sept (Mon - Fri)

9:00

**CLOSED**

Singapore/Beijing Time

## Total Cost Solutions Workshop - USA

By Rob Case

November 13 - 17 2023 (Mon - Fri)

8:00 AM - 12:00 PM

Pacific Time

**PUBLIC WORKSHOP**  
USD 1,750



10% discount for 3 or more participants from the same company.

[E-PAYMENT](#)

[OTHER METHODS](#)

# FREE ONE-MONTH PILOT PROJECT

ANKLESARIA Industry Experts will conduct a FREE one-month pilot project with selected organizations to convert the workshop models into measurable savings at your company which will fund your workshop fees and future procurement initiatives.

# CORPORATE WORKSHOP

Available to Companies with 15 or more participants

[APPLY](#)

[FOR ANY ASSISTANCE CONTACT US](#)