

# ADMINISTRATIVE COSTS CONTAINMENT

> Process Management > Industry Specific Solutions  
> Service Bureau



## Better, Faster, Cheaper. That's the way forward.

If there's one indisputable effect that technology has had on business today, it's that organisations have to sustain more pressure than they ever have. Customers are less loyal and competition's getting more and more sophisticated.

The traditional responses to competitive market threats – promotional programs or investments in customer care, for example – aren't as effective as they once were. If you don't keep up, the business you have today may not be your business tomorrow.

So what does it take to compete in a marketplace that is transforming? First, a shift in focus: Because the business is about creativity doesn't mean that rigor and cost-control should be confined to manufacturing. Every decision point and process should be as synchronised, integrated, informed, swift, and profitable as possible. In all processes, coordinating, scheduling and controlling is essential to realise business objectives

### Specicom Delivers

To turn costly functions into streamlined processes, Specicom draws from a range of proven capabilities designed to create and sustain a more profitable, cost-effective organisation. We approach your business holistically, examining and focusing all of your company's processes – from the way the telephone is answered to the way a shipment is delivered. We've been here before. We understand your markets, your customers, their behaviours and how to communicate with them. We help you formulate a strategic, integrated response that improves profitability.

We work with you to:

- > *Identify and prioritise areas of improvement*
- > *Assess sourcing options for administrative functions, processes and systems*
- > *Use pilot programs in a "test and learn" environment to drive early wins*
- > *Ensure ROI by tracking results of initiatives*
- > *Leverage technology to build capability, security and reliability*
- > *Lead the organisation through the change*
- > *Establish the basis for continual improvement*

Specicom's approach is backed by our proven experience with business improvement, a solid technology background and keen industry insight into our focus markets.

Specicom help organisations reduce their costs and improve the overall quality control of all administrative processes. Optimise your administrative costs through these Specicom capabilities :

#### **PROCESS MANAGEMENT**

- > *Business Process Modelling*
- > *Business Process Management Platform*
- > *Industry Templates*

#### **SERVICE BUREAU**

- > *Full Administrative Outsourcing Team*
- > *Royalties Management*
- > *License Negotiation*
- > *Project Management*

#### **INDUSTRY SPECIFIC SOLUTIONS**

- > *PLX System - Royalty Transaction Solution*
- > *FlowSmart – Licensing platform*
- > *FlowSmart – Contract Negotiation*

The purpose of Specicom's work is to bring value to our client organisations. That goal is supported by specific operational strategies and solutions designed to drive revenue growth and improve productivity. Drawing on our depth and breadth of experience, we implement solutions for the following areas of client need:

- > *Administrative Costs Containment*
- > *Revenue Channel Expansion*
- > *Intellectual Capital Optimisation*
- > *Technology Optimisation and Management*

Specicom is a professional services firm that delivers enterprise improvement solutions for Intellectual Capital Optimisation & Management. Specicom help clients connect with their customers, optimise their business infrastructure and maximise their existing assets. For more information about our company contact us at [www.specicom.com](http://www.specicom.com).