

North America's Leading
Performance Based Cost Savings Company



BottomLine CONCEPTS™

We audit for refunds & negotiate for savings

represented by: Essential Partners LLC - Norman Simon
nsimon@UReessential.com - 215.542.1525

*We work with **10%** of the Fortune 500*

*We work with **20%** of the Professional Sports Teams*

*We work with **30%** of the Top 100 Law Firms*

*We work with **40%** of the Top 100 Accounting Firms*

*We work in all **50** states*

*We work with **60%** of North American Industries*

HOW IT WORKS

We Increase Your Profitability By Reducing Your Costs

FAST
TURNAROUND

RESULTS
25%+ EXPECTED
SAVINGS

NO RISK
NO OUT OF POCKET,
CONTINGENCY FEE

NO
VENDOR
CHANGES

TIME
MINIMAL EFFORT
FROM YOUR TEAM

We look back in time
to recapture refunds



**2-PRONGED
APPROACH**



And look forward for future
savings opportunities

1

SEAMLESS ANALYSIS

We ANALYZE Category Spends
(as simple as giving us one bill).



2

EXPERT ASSESSMENT

We identify WHERE you will save, HOW MUCH
you will save and WHEN the savings will start.



3

IMPLEMENT OUR STRATEGIES and SAVE YOU MONEY



95% SUCCESS RATE
IN REDUCING CURRENT SPEND

WE HAVE SAVED OUR CLIENTS OVER \$500,000,000.00

SOME OF OUR SUCCESSES



CLIENT



**EXPENSE
CATEGORY**



**SAVINGS/REFUND
ACHIEVED**

**GLOBAL WATCH
MANUFACTURER**

**SHIPPING
INSURANCE**

\$2,200,000

**GLOBAL
RETAILER**

**SALES/USE
TAX AUDIT**

\$4,000,000

HEDGE FUND

INCOME TAX AUDIT

\$900,000

INVESTMENT BANK

**UNEMPLOYMENT
TAX AUDIT**

\$430,000

HOSPITAL

SOFTWARE LICENSES

\$290,000

**TOP 10 GLOBAL MEDIA
COMPANY**

POSTAGE

\$180,000

PAYROLL COMPANY

**UNCLAIMED
PROPERTY**

\$1,900,000

NYC LANDLORD

**WATER/SEWER
AUDIT**

\$175,000

**TOP 10 GLOBAL
LAW FIRM**

**EMPLOYEE
BENEFITS**

\$7,000,000

MANUFACTURER

ACCOUNTS PAYABLE AUDIT

\$3,000,000

**NON-PROFIT
ORGANIZATION**

**WORKER'S COMPENSATION
AUDIT**

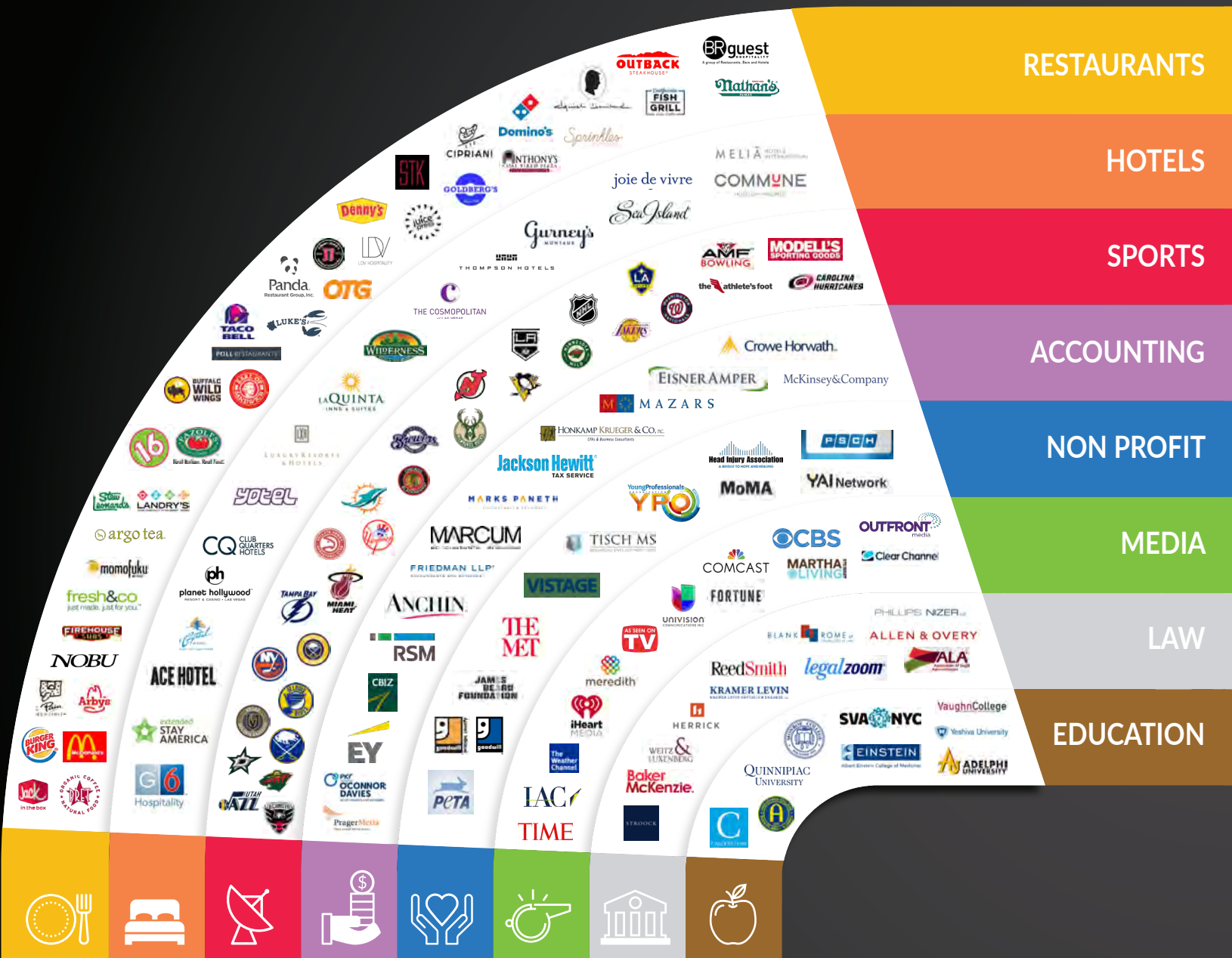
\$125,000

HOTEL GROUP

UTILITIES

\$3,500,000

SOME OF OUR CLIENTS



Bottom Line Concepts is an outstanding partner. They found money we were owed. They did the heavy lifting to recover it. And they kept us updated throughout the process. Every company should engage them. There is literally no downside. Let Bottom Line Concepts find money for you.

Adam Chait, CEO
The Athlete's Foot



Bottom Line Concepts has terrific leadership and fulfills its promise to add value by contributing to the bottom line of your organization. They promised us positive results and delivered on their promise! There are very few no risk/all reward opportunities available today in the business world. Bottom Line Concepts offers such a proposition!

David Brandon,
CEO, Toys R Us
Chairman, Domino's



It has been a pleasure working with the team at Bottom Line. Bottom Line has helped our organization identify several cost recovery initiatives and managed the entire process with minimal impact to our team. We are impressed with the results achieved by Bottom Line and look forward to exploring more opportunities in the future.

Pranav Sood, Project Manager-Profit
Improvement & Procurement
Hudson's Bay Company

HEALTH & FITNESS



*Mark Goldberg, CFO
Rolex Watch U.S.A., Inc.*

*Marc Lasry,
CEO, Avenue Capital
Chairman, Milwaukee Bucks*

*Michael Stamouli,
Controller
Burger Brothers
Restaurant Group*



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Our Shared Savings Process



STEP
07

BLC and Client share in the savings on a go forward basis



STEP
06

BLC is provided with letter of authorization by client to obtain invoices going forward in order to reconcile savings



STEP
05

BLC is given authorization by client to implement savings with existing vendors



STEP
04

BLC presents savings opportunities to client



STEP
03

BLC reviews invoices for potential savings



STEP
02

BLC provides client with a benchmark of current costs and is signed off by both parties



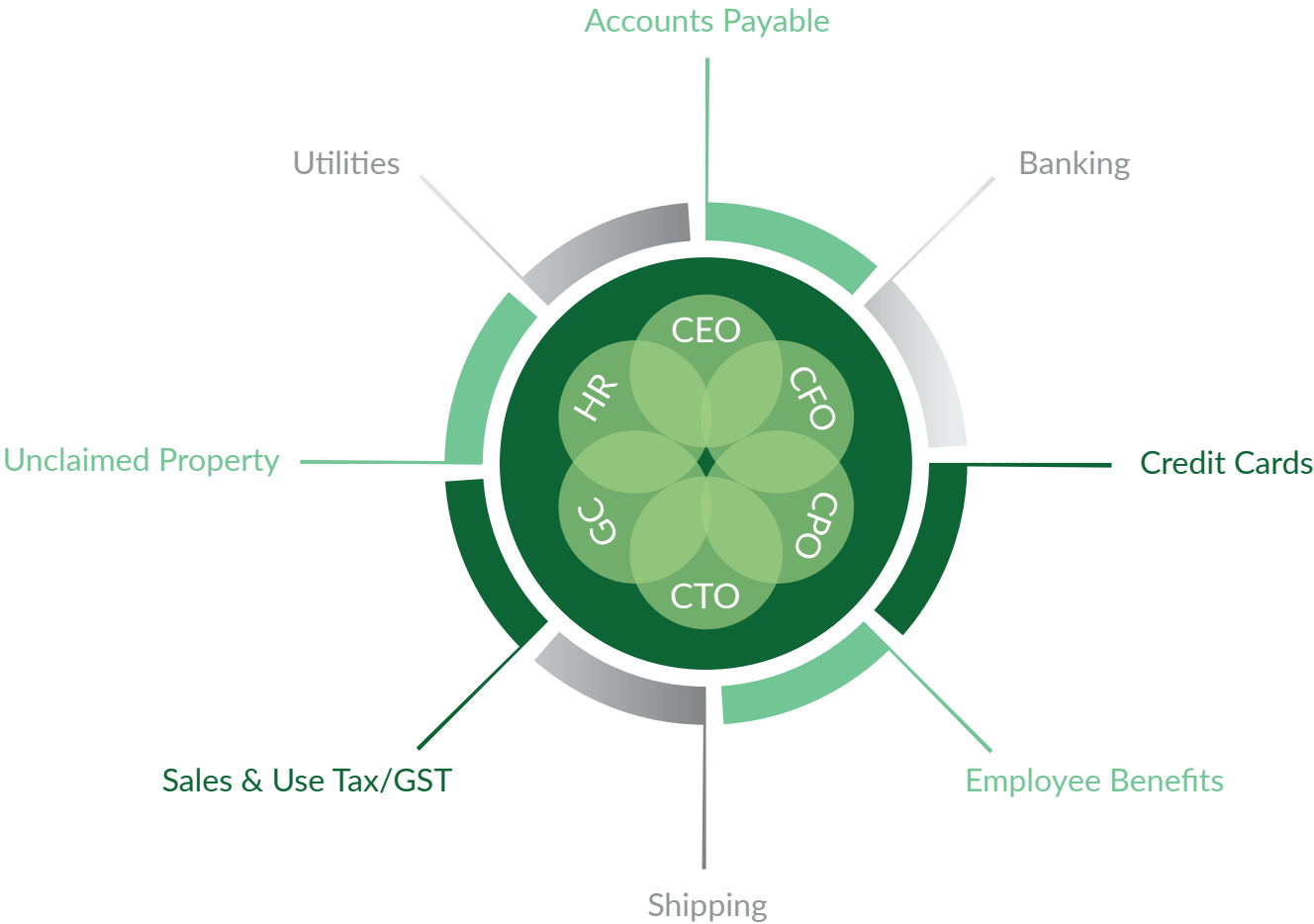
STEP
01

Client provides **BLC** with last months invoices for each location

PROFIT ENHANCEMENT CATEGORIES

FUTURE SAVINGS

| | |
|--|-------------------|
| | Banking |
| | Credit Cards |
| | Shipping |
| | Employee Benefits |
| | Utilities |







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Our Shared Refund Process




STEP 05  **BLC and Client share in**
refunds on a backward basis

STEP 04  **BLC is given authorization by**
Client to recover refunds from
existing vendors and/or
government entities

STEP 03  **BLC presents refund**
opportunities to Client

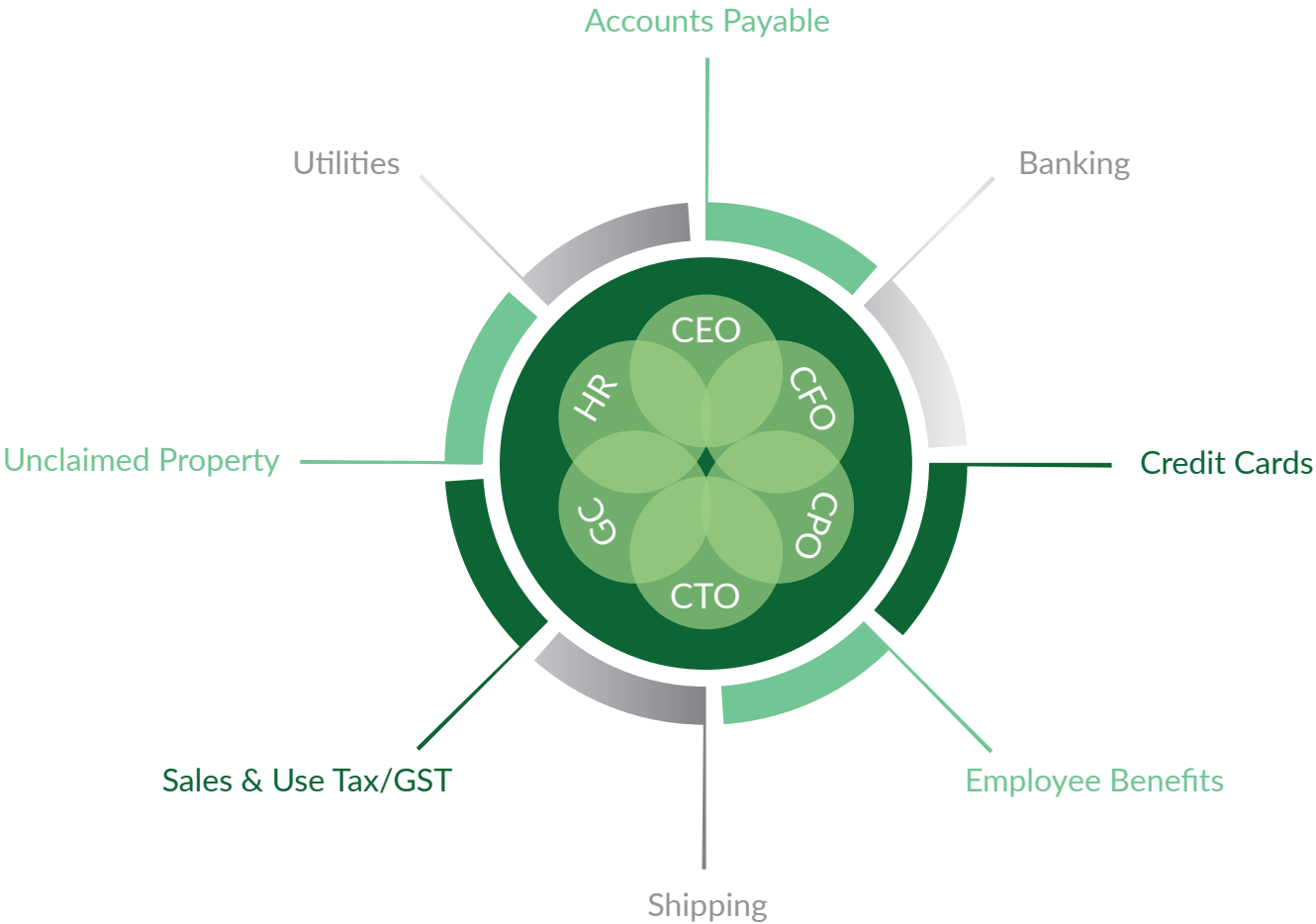
STEP 02  **BLC reviews invoices/data**
for potential refunds

STEP 01  Client provides **BLC** with
signed authorization form
and/or access to old invoices

PROFIT ENHANCEMENT CATEGORIES

PAST REFUNDS/CREDITS

| | |
|--|---------------------|
| | Accounts Payable |
| | Sales & Use Tax/GST |
| | Unclaimed Property |



**1000+ CLIENTS
CAN'T BE WRONG**



**MONEY
REALLY
CAN GROW
ON TREES**

**FINDING YOU MONEY YOU
DIDN'T REALIZE YOU LOST**

SAVE JOBS, HIRE US

**WE KNOW YOU'RE LIKE EVERYONE ELSE,
YOU LIKE MONEY AS MUCH AS WE DO**

#BLC

**PAST REFUNDS,
FUTURE SAVINGS**

 **BottomLineConceptsLLC**

 **BottomLineSave**

 **bottom-line-concepts-llc**

**MORE MONEY,
LESS PROBLEMS**

**DON'T KEEP
US A SECRET,
TELL YOUR CFO**

NOTES

You have Nothing to Lose, and Everything to Gain.

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