



2025 Lead Referrer Program

Leverage Your Connections to Earn More!

Cost Reductions – New Profitability - Guaranteed Results

Client Benefits

- Reduced Costs – Improved Profits
- Guaranteed ROI
- Keep same suppliers unless open to change
- Seamless process – quick to implement
- Good review of your current purchasing leverage
- Short or long term projects to drive big results

Why StrategicSource?

- Leader in Spend Management Solutions
- Deep industry experience
- Averaged 25+% cost savings
- Thousands of national price benchmarks
- Sourced over 2,200 projects in 2022
- Professional Sourcing & Audit Team
- Highly experienced management team

Becoming a Lead Referrer - How it Works

Step 1

Complete the Lead Referrer Contact Info. & return

Step 2

Participate in our 15 minute Lead Referrer Overview

Step 3

Make contact with your leads and introduce SSI/EE

Step 4

Advise us who to contact, we take it from there

**We pay generous Lead Referral Fees or can donate the same to your favorite charity*

For more Information:



Name

Title

Phone Number

email

Innovative Service Offering

Service Options	Features
Profit Improvement Program	Full service, end to end support including analysis, sourcing, implementation, audits and management. Guaranteed ROI.
Purchasing Augmentation	Support your team with Sourcing, Compliance Audits, RFQ's, Renegotiation, Bidding, Management.
Spend Analysis	Development of customized spend analysis in category alpha, descending dollar and sourcing plan views to effectively plan cost reduction work
Contract Tracker	Digital contract tracker provided on a subscription basis to manage contracts, agreements, anything with a due date.
ExpenseEdge Portal	Purchasing portal complete with category benchmarks for renegotiation, quoted solutions ready to implement, tools, webinars and more. White label options for Enterprises.
Spend Management Learning Modules	Three learning modules to train users in spend mapping, objective setting, benchmarking, quoting, negotiation, audits and managing spend departments.

Multiple options to reduce costs, save time and improve your profitability!

Leaders in Spend Management

For more information, call or e-mail us today:

Name, Title

email

Phone Number



StrategicSource Referral Program

How You Can Help Dealers, Business Owners & StrategicSource

Target Prospects – Dealers, Businesses, Non-Profits:

- Groups 10-50 locations
- Small Groups
- Large Single-Dual Points

How You Can Help with Referrals:

- Provide a warm introduction – phone or email with your prospect and StrategicSource

How You Can Benefit:

- 5% commission paid for first 12 months of a new client which are invoiced and received per client

Next Step:

- If you have a prospect in mind – shoot me an e-mail or give me a call at [612-964-6500](tel:612-964-6500), or e-mail at: tharold@strategicsource.com

Thank you for your time and your partnership!





Dealership Facts & New Profit Opportunities

Auto Dealership Facts	Metrics
Dealership Expense Categories(quote, source, manage)	130+
Dealership Spend as % Top Line Sales(supplies & services)	5%
Average Supplier Base – Single Point Store	400 (3:1 ratio)
Aberdeen Research - Cost Savings with Centralized Purchasing	25%(SSI - 26%)

Opportunity - Example – Reduced Costs – New Profits	Metrics
Dealership Annual Sales	\$100MM
Annual Estimated Spend(supplies and services) at 5%	\$5MM
Savings – New Profit Opportunity at 25% Year 1	\$1.250MM
Savings – New Profit Opportunity – 3 Years	\$3.750MM

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Our Sourcing and Audit Team Has Broad Expertise and Experience in many vertical markets

Dealerships, Manufacturing, Retail, Hospitality, Trucking, Dental, Services & More

General Categories Sourced	General Categories Sourced	Automotive Marketing Categories
• Auto Paint and Materials	• Maintenance - Electrical	• Auto Buying Services
• Advertising – Internet.	• Maintenance - HVAC	• Call Management
• Auto Glass	• Maintenance - Lighting	• Coupon Services
• Auto Parts - Non OE	• Maintenance - Car Wash	• CRM
• Auto Aftermarket Accessories	• Maintenance - Elevators	• Desking e-Pencils
• Automotive Rentals	• Maintenance - Roof	• Email marketing
• Automotive Repair Services	• Marketing Products	• Fixed Ops Solutions
• Auto Tires	• Music On Hold systems	• Internet Sales Trainers
• Background Checks	• Nitrogen	• Inventory Management
• Beverage Services	• Office Equipment	• Inventory Pricing
• Body Shop Supplies	• Office Furniture	• Inventory Stocking
• Call Tracking	• Office Supplies	• Lead Generation(new cars)
• Car Wash Chemicals	• On-Line Manuals	• Lead Response Management
• Check Processing	• Payroll Services	• Lead Response Mgt.
• Courier Service	• Paint-less Dent Removal	• Micro Sites
• Credit Bureaus	• Plant Maintenance	• Misc Web Tools
• Credit Card Processing	• Printed Products	• Mobile Applications
• Detailing Supplies	• Records Management	• Online Chat
• DMS Systems/Audits	• Rewards Card	• Online Credit Applications
• Drain Pump Services	• Security	• Online Service Schedulers
• Fire Safety Monitoring	• Shop Gases	• Owner Loyalty Programs
• First Aid	• Shop Supplies	• Owner Marketing
• Food Service	• Shredding Services	• Parts e-Menus
• Fuel	• Spot Buys	• Radio
• Human Resource Services	• Telecom	• Reputation Management
• Insurance - Property & Casualty	• Telecom Systems	• Research services
• Insurance-Work Comp	• Telecom-Cell	• Sales & Service Events
• Insurance-Health	• Temporary Help	• Sales Training
• Insurance - Life	• Towing	• SEM
• Insurance - Disability	• Transportation - Small Package	• SEO
• Insurance - F & I	• Transportation LTL	• Social Media Solutions
• Janitorial Services	• Transportation - Auto	• Telephone listings
• Janitorial Supplies	• Uniforms	• Television
• Key Tracking	• Utilities	• Used Car Advertising
• Landscape Services	• Vehicle History	• Video Marketing
• Lubricants	• Waste-Hazardous Tires	• Website
• Maintenance - Parking	• Waste & Recycling	• Window Stickers
• Maintenance - Doors	• Window Washing	• More



StrategicSource Background - Experience

- 30 years Spend Management Services
- 24 Years Auto Dealer Experience
- Experience in 130+ expense, audit, revenue categories
- Supplier Independent – no supplier compensation
- 32= Employees + Contractors, Minnesota Company
- Completed 2,100 Sourcing projects last year
- Supporting approx. 1,200 locations
- 70+% of client solutions are renegotiated with incumbent suppliers
- Averaged 25% Cost Savings
- Veteran Owned



For more Information:

Name

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Phone Number

email



Lead Referrer Agreement

Information	Please Complete and Return:
Name:	
Title(if applicable):	LEAD REFERRER
Company:	
Address:	
City – State – Zip:	
Lead Referrer Commission:	5% of first 12 months engagement fees, where Lead Referrer is primarily responsible for the introduction and meeting leading to the client engagement
Signature:	
Date:	
Eligibility:	All personnel who are not employees of StrategicSource and ExpenseEdge.

Please return to your contact at StrategicSource or ExpenseEdge