

Since 1993 PCMG has recovered in excess of £150m in lost profits and savings for our clients.

Below are some of our successes.

Energy Success

- Three water companies - over £4m recovered following PCMG's examination of their past 6 years Electricity bills
- Two UK supermarket chains - each received more than £1,000,000 in refunds over a 6 year period.
- UK food manufacturer - £750,000 across their whole range of utilities Electricity, Gas & Water
- Entertainment complex - £63,000 from their Local Distribution Company
- Premier universities - £500,000 electricity refund plus ongoing savings of £200,000 per annum
- Paper manufacturer - over £100,000 in energy costs
- Leisure and hotel chain - £400,000 refund plus ongoing savings of £100,000 per annum
- Plastics manufacturer - in excess of £100,000 from three different suppliers
- Glass manufacturer - refunds of £600,000 and ongoing savings of £200,000 per annum

Water Success

- Shopping Centre - £570,000 recovered, £220,000 in future savings
- University - £140,000 recovered, £40,000 in future savings
- Global manufacturer - £85,000 recovered, ongoing savings of £25,000
- High Street Bank - £484,000 recovered, £120,000 reduction in costs
- NHS - £30,000 recovered, ongoing savings £7,000
- Family Entertainment Centre - £45,000 recovered, ongoing savings of £28,000

Telecom Success

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| ■ Telecoms carrier - over £5m | ■ Business financial information provider - £1m |
| ■ Telecoms carrier - over £5m | ■ Computer hardware manufacturer - £1m |
| ■ IT Outsource - £2m | ■ Computer hardware manufacturer - £700k |
| ■ High Street Bank - £2m | ■ High Street Bank - £1m |
| ■ Insurance company - £1.6m | ■ High Street Bank - £1m |
| ■ IT Outsource - £1.5m | ■ High Street Bank - £800k |
| ■ Telecoms carrier - £1.5m | ■ Insurance company - £500k |
| ■ Broadband service provider - £1.2m | ■ Transport provider - £400k |
| ■ Major airline - £1m | ■ Police Force - £400k |
| ■ Utility company - £1m | |
| ■ Mobile network operator - £1m | |

References

PCMG Clients

A selection of PCMG clients April 2009

- **Burton's Foods Ltd** - Ruth Deering - 0151 488 4424
- **Cineworld Cinemas** - Suki Dhadwar - 0208 987 5010
- **Formica Ltd** - David Wheatley - 0191 259 3000
- **Goodyear Dunlop Tyres Ltd** - Ken Wiggins - 0121 306 7102
- **Kemfine** - John Lynch - 01324 494489
- **MOTO Hospitality** - Hussam Qureshi - 01525 878248
- **Northumbrian Water Ltd** - Claire Penny - 0191 301 6678
- **Tesco** - James Summerbell - 01992 644826
- **TK Maxx** - Kevin Denney - 01923 473913
- **Sainsbury's** - Ben Aronstam - 0207 695 7957
- **United Utilities** - Prem Mehay - 01925 778137
- **University Of Cambridge** - Andy Clarke - 01223 337837

- **Alstom Power** - Mike Thompson - 01788 577111
- **Capital Shopping Centre** - Bob Tingle - 020 7960 1200
- **HBOS** - Phil Henson - 01422-334408

- **Clara.net** - Tracey Taylor - 0207 685 8110
- **Eircom** - Vinnie Waters - 00 353 1701 1381
- **House of Fraser** - Ray Kavanagh - 0141 553 4901
- **Kingston Communications** - Sean Royce - 01482 602596
- **Lancashire County Council** - Dave Dickens - 01772 534925
- **Nottinghamshire Police** - Jim Donaghie - 0115 967 2810
- **O2 (UK) Limited** - Roger Keenan - 01753 563025
- **UKERNA** - Caroline Rudman - 01235 822256

About PCMG

- Founded in 1993, PCMG employ over 40 cross-sector technical experts with an average tenure of 7 years+
- Over 4,000 successful organisations have chosen PCMG to deliver cost consultancy including 55% of the FTSE 100
- Currently working on behalf of more than 500 clients
- Realised cost savings for clients in excess of £150m – the largest single refund being in excess of £5m - with over 500 'claim-types'
- Part of the Alma Consulting Group – the European leader in Cost Reduction Operational Consultancy, employing over 1,500 people across 10 countries