

Frequently Asked Questions



Is there a fee to do a review of our company's costs?

There are no upfront fees to review and recommend savings. DCI's fees are based on the savings we generate for you from our proprietary strategies and analyses. If there are no savings, there are no fees.

Can you guarantee we will save money?

98% of the time we can create an annual savings that is equal to headcount multiplied by \$1,000. We can guarantee that the money we save you will be very worth your time.

Can we do what DCI does ourselves?

Although your company may have extremely capable people, there are specific tools and specialized "10,000 hour" skills employed by DCI that are not widely known nor easily accessed including: specialized tax credits, extensive databases of best-in-class pricing, tariff analysis, audit software, knowledge of unpublished discounts, and the deep understanding of all the negotiating protocols necessary to obtain best pricing. Our work is so specialized and unique that we have never seen our practices duplicated by any company's in-house staff. This is the reason we can add significant value without risk.

What are unpublished rates?

Unpublished rates are the rates that vendors apply only in certain situations. These lower rates can add up to significant savings. The DCI team knows where the highest discounts can be gained and how to obtain them for you.

Will we need to change vendors?

Most companies prefer to stay with their valued suppliers and not needlessly disrupt those relationships. Our process ensures you get savings while maintaining those quality relationships but we also make you aware of attractive pricing and/or terms from your vendors' competitors so that you are fully informed regarding all of your best options.

How much can we save?

Expect to save a minimum of \$1,000/ee/year and increase your profit by as much as 10%.

How much executive and staff time will be required?

Reviewing the magnitude and solution path of multiple savings usually takes two full hours of executive time within the first month. Total executive time is limited to ten hours. Staff time invested is also a manageable ten hours — mostly helping DCI get access to invoice data.

What size businesses do you work with?

DCI's best work is done for mid-size companies led by forward-thinking, growth-minded executives who welcome a collaboration with committed experts like DCI. Companies of any size who are willing to discover what "they didn't know that they didn't know" will benefit from our service.

What type of information will you need? Does it require us to share any sensitive information?

We do not require any sensitive or confidential information, and do not need to review your processes, books, or audit your cost-of-goods sold. Our focus is on SG&A vendor invoices and agreements.

We have other specialists that work with us in some but not all of the tax and cost savings you cover. Will engaging with DCI mean we must stop working with them?

We are flexible and adaptable to your needs. We are available to help you only in the areas you would like us to.

Are there any geographical limitations to work with DCI?

DCI provides our full range of services in all 50 states, and select cost saving services for Canadian companies.

