



EXPENSE REDUCTION

Smarttax has partnered with GMG to provide clients with an annual or ongoing monthly audit of key expense items.

By working directly with your current vendors, GMG will review your major expenses and provide reporting back to you on errors, overcharges, and other costs that can be credited to your account.

It's like having your CPA audit your major expense items, without the CPA fee!

What is it?

An in-depth analysis of key expense items to reduce costs.

Who Qualifies?

Over 80% of commercial businesses.

How Much Savings?

Annual potential. Varies by client.

Expense Reduction Analysis Overview

The Expense Reduction Analysis provides Stryde the opportunity to review the following services for our Clients. If there is no benefit then there is no expense to the Client. This should relieve the Client from any concern of being "locked" into a service.

Stryde will perform the following in order to evaluate, analyze, and procure your eligible expense reduction(s):

- **Credit Card Merchant Accounts:** Perform an ongoing audit of your processing activities, identifying excessive and hidden fees using our proprietary software to reduce the associated payment processing expenses.
- **Waste & Recycling Agreements:** Identify vendor billing discrepancies, obtain reimbursements for previous overcharges and errors, and negotiate on your behalf to implement a below-market rate for ongoing services.
- **Workers' Compensation Premiums:** Unbiased independent review of employee classifications and experience ratings to identify past or current reductions, credits, rebates or refunds from your current policies.
- **Freight/Shipping Expenditures:** Proprietary monitoring solution that integrates with vendor systems performing

a 50 point audit which includes late deliveries, invalid surcharges, incorrect dimensional and weight charges.

Credit Card Audit Overview

From auditing and analysis, to regular monitoring and reporting, to an ongoing commitment to processing optimization, Stryde has the experience and expertise to be your ally in the payment industry, your advocate and advisor on best practices, and your partner in cost savings. Our success is based on measurable results, and our fees are only a percentage of your savings. Stryde is the trusted partner in payment processing.

Our Credit Card two-phase approach to expense reduction is unparalleled in the payments industry. We correct the processing plan to reflect the most competitive plan type and rate, using formulated, specific tasks of the existing provider. Our team then works with the client to further reduce the non-negotiable fees through processing optimization, where we can help qualify payment transactions at lower interchange rates by passing through additional processing data.

We have seen the highest success rate for merchants that process credit card transactions where the card is not physically present. This is referred to as a Card Not Present (CNP)

environment, and includes B2B and eCommerce companies. Companies processing card payments between \$1M and \$20M on an annual basis typically have the largest potential savings opportunity. For card present locations, where the credit card is physically swiped at a terminal device, there may still be significant savings.

Potential clients must annually process in excess of **\$300,000** in card payment volume.

Workers Compensation Audit Overview

Our experience indicates that over 70% of all companies have been or are currently overcharged for their workers' compensation premiums. Our WorkCompAudit identifies and recovers workers' compensation premium overcharges by reviewing the past five to seven years of classifications, experience rating calculations and premium audit calculations. Businesses with \$50,000 or more in workers comp premiums per year or who have multiple locations in more than one state are ideal candidates for an audit overview.

Waste & Recycling Audit Overview

Our waste audit service lowers our client's monthly expenses for solid waste, medical waste, and recycling disposables by finding billing errors, overcharges and other cost reduction opportunities by evaluating the client's invoices, service agreements, equipment, current service levels and pricing structure. Companies with a waste expense in excess of \$500 per month are good candidates for an audit.

Freight/Shipping Audit Overview

Through our Freight Audit service, clients can expect to see up to 3% hard dollar savings in the form of refunds from their carrier. In addition, our clients average an additional 7% savings through the use of our reporting tools and cost saving optimization analytics. Using proprietary audit software, we download the invoices from your vendors each week and secure the refunds due to clients. We then bill our clients monthly based solely on a percentage of the refunds the client receives.

Fee Schedule

Smarttax (via GMG) agrees to complete their Incentive Analysis at no cost. If Analysis demonstrates benefit to the Client, GMG

Client Roster Includes



procurement fees will be charged at a rate of fifty (50) percent of any refunds from providers and/or fifty (50) percent of identified savings as demonstrated on our analysis for our ongoing audit. Client agrees to the service fee prior to the analysis. There will not be a fee unless our benefit "exceeds" our pricing.

GMG Partnership with Smarttax

Smarttax has partnered with Growth Management Group (GMG) to deliver specialized tax incentives and expense reduction programs. GMG believes wholeheartedly in building Strategic Partnerships and actively reaching out to industries and organizations that would benefit from such a partnership.



GMG Audit Guarantee

Smarttax works with GMG to provide the tax savings benefits. If at any time GMG's work, methodologies or calculations are challenged or scrutinized by the IRS, GMG will offer the defense support necessary to explain or illustrate their findings. GMG

follows strict IRS Guidelines, revenue rulings and case law. To date, GMG has had zero disallowances. GMG also has engineering studies in all 50 states serving clients in multiple disciplines including: *Cost Segregation, Research & Development Credits and Property Tax Appeals.*



 smarttax

A proud partner with Growth Management Group

