



## Client Results



Stood-up a Greenfield Shared Services operation supporting 43 countries, and 23 legal entities across 4 time zones and operating in three languages

IRR exceeded 40%



Migrated wide range of back-office functions for this \$3.5B retailer

Accounts payable, reconciliations, order management, cash application and collections

40% cost reduction plus enhanced process efficiencies, automation and internal controls



Successfully migrated 160 accounting positions from a highly decentralized operating environment to a more cost effective, efficient offshore operating model

Reduced operating costs by 46% with an investment payback period under three years



Developed strategy, operating model and implementation roadmap for a 450 FTE Hybrid Shared Service Center

Projected IRR of approximately 60%

Shared Services continues to be a well-established strategy for obtaining high performance and improved cost efficiencies from corporate back office operations. Unfortunately, many Shared Services initiatives are not properly implemented and become little more than a corporate-mandated cost cutting exercise.



For over 17 years Auxis has been helping Global 2000 companies become more efficient by leveraging the power of Shared Services. Our expertise has delivered proven results to organizations embarking on Shared Services, as well as those looking to optimize their existing operations.

## The Auxis Shared Services Advantage

- Deep shared services and business transformation expertise – especially in Latin America
- Unique SSC perspective that comes from being both an advisor and hands-on back-office operator
- Cohesive, high-performance team
- Knowledgeable, mature team with strong mix of industry and professional services experience
- Broad, multi-functional skill sets
- Multi-lingual; multi-cultural
- Collaborative, flexible, and cost-effective approach
- Focused on establishing long-term partnerships with our clients

Auxis functions as an extension of your team focused on delivering tangible and sustainable results that lead to Breakthrough Performance.

## The benefits of an Auxis Implemented Shared Services Model result in Breakthrough Performance:

-  Streamlined services delivered more effectively
-  Centralization and standardization
-  Reduction of manual handoffs
-  Increased service quality
-  Cost efficient for the enterprise
-  Shared process automation
-  Optimized end-to-end approach



"Auxis' commitment, accountability and personal hands-on approach was refreshing. It was very clear that their team was concerned about OUR success. Auxis completely earned our trust and respect."

*Barbara Gomez  
CFO, Latin America Beverages, Pepsico*



"From planning through execution and conclusion of the project, they were a great partner."

*Eduard Roosli  
President Latin America/Australia  
New Zealand Spectrum Brands*



"Auxis never focused on the fee, the day of the week, the holiday their personnel were missing, etc. They remained solely focused on doing what was right and finding answers."

*Richard Becker  
Managing Director  
Cross Keys Capital LLC*

## HIGH LEVEL SHARED SERVICES ROADMAP

### 1.0 Shared Services Vision & Strategy

### 2.0 Stand-Up Shared Services Operation

### 3.0 Optimization

#### Program Management

- Define Back Office Operating Vision
  - Id key functions and processes and where they will be performed
- Location analysis
- Operating Model (Captive, Outsources, Hybrid)
- Implementacion Roadmap
- Business Case
  - Savings
  - Cost to Implement
  - ROI and Payback

- Process analysis & documentation
- Future state operating model design
- Identify and implement technologies enablers
- Facilities preparation
- Organizational design and hiring
- Training
- Individual country migrations
- Service level definition and reporting
- Legal and tax analysis

- Focus on driving operating synergies
  - Cross-Market synergies
  - Best Practices Implementation
  - Technology enhancements

#### Primary Focus

Executive and Business Alignment

- Lift & Shift
- Labor Arbitrage

Continuous Operating Efficiency & Effectiveness

Auxis is a management consulting, IT, and Business Process outsourcing firm with a long standing, proven track record of delivering high value results for our clients. Our teams specialize in helping organizations develop the strategies and business infrastructure to improve and support long term profitable growth. We practice a multi-disciplined approach that enables us to deliver practical, robust and scalable solutions that generate superior business performance.