



Reveal your true potential with Auditel

Become a sought-after consultant with the UK's leading cost and purchase management network



Some of the Auditel Head Office team

Founded in 1994, Auditel is a network of over 100 professional franchised consultants specialising in Total Cost of Purchase management, a service originally pioneered to help UK companies make effective and informed procurement decisions in the newly deregulated utility markets.

Now, with decades' worth of combined experience and a vastly expanded range of expertise, there are few, if any, organisations in the UK who are better placed to help companies lower the cost of doing business.

An urgent need for the Auditel service

Across the board, from essential overheads like energy and communications to non-strategic overheads such as stationery and print, the cost of doing business increases every year, which squeezes profitability for businesses of every size. Legislation and changing business practices, such as the growing emphasis on 'green' and ethical business, only add to this financial burden.

However, while many companies recognise the need to address the problem of rising overheads and complex procurement decisions, they simply don't have the time, resource or expertise among their existing team. A recent survey carried out by the Economist Intelligence Unit found that only 8% of companies who carried out a cost management review last year met their cost saving target. Extrapolate this failure across the economy and billions of pounds are frittered away every year through unmanaged expenditure.



Valuable outsourced expertise

On the face of it, there would seem to be an easy solution to the problem of increasing costs: shop around to find suppliers who sell the goods and services you need at a lower price. This is what companies who attempt the exercise themselves do. However, as the EIU survey found, the main barrier to success of in-house cost reduction projects is inadequate internal resources to drive the process. By outsourcing an Auditel cost and purchase management consultant, however, businesses can access the specialist knowledge they need to make effective purchasing decisions, now and into the future.

What's more, because we operate on a 'no win, no fee' basis, this expert advice comes with no risk and at no net cost. This makes Auditel a very attractive proposition to clients as Pizza Express confirm, "Our Auditel experience has been, and continues to be, quite outstanding. This is one consultancy that really does deliver and I would have no hesitation in recommending Auditel to any business. In fact, any business not using the Auditel service may be placing itself at a disadvantage."

Take control of your life and career

Auditel is a unique and challenging business opportunity that enables our consultants to express their entrepreneurial skills through a proven business model designed to withstand even the hardest financial times. Because they are self-employed and run their own practices, Auditel consultants have complete control of their working lives: they choose their hours, their colleagues and their clients to create a work-life balance that suits their personal circumstances. As consultant Paul Barlass confirms, "I have been with Auditel for 18 months and am really enjoying the job and the lifestyle. I made the decision to control my own destiny and that is what I am doing. I work hard but I take time off when I want and spend a lot more time with my family than was ever possible before. The initial training course is excellent and is supplemented by a large number of free additional courses and expert advice whenever needed."

It isn't necessary to have any previous experience in cost management: our consultants come from a wide range of industry and professional backgrounds. As Paul noted, we have one of the most comprehensive programmes of ongoing professional development in the UK franchise industry and all our consultants are trained and fully supported throughout their career. As Paul continues, "Help from Head Office has been invaluable and was instrumental in helping me secure a number of my clients. I believe a major key to Auditel's success is the sense of community – some of my greatest achievements to date have been joint projects with colleagues. Looking to the future, I see more and more opportunity every day. The fact is that most business leaders are so busy that they simply don't have time to focus on the areas in which we excel!"

Work for yourself but not by yourself

One huge advantage of being a franchisee as opposed to starting a stand-alone business from scratch is the opportunity to access the knowledge and experience of others. In the Auditel network, for example, we actively promote a knowledge-sharing culture and an ethos of mutual support, which provides invaluable assistance to new and established franchisees alike. This is important not just to maximise each consultant's business potential and income earning capacity but to ensure that running an Auditel business is also a fulfilling personal experience.



Self-employment can be lonely so, as well as access to designated mentors and technical experts, you will also have online tools, regular face-to-face meetings and social events. This ensures there is plenty of interaction between consultants and lots of opportunity to develop supportive friendships as well business relationships. As consultant John Heathcock confirms, "One of the key benefits of the Auditel network is its internal expertise. The large network of experienced consultants provides not only friendship but also the opportunity to maximise earnings with joint venture projects. Our annual turnover is in excess of £375,000."

Build a profitable, long-term business

The initial Auditel franchise term is five years but there is no charge to renew your agreement at the end of this period. So successful is the Auditel business system that the majority of franchisees renew their agreements for a further five years and in some cases for a further ten years. When you take into account the low overhead costs of running a home-based Auditel business, the earning capacity and sustainability of the Auditel franchise model are very clear.

Sussex-based David Lowe, who started his Auditel business in 1995 and invoiced over one million pounds in his first ten years of operation, says, "I'm still amazed that I had the guts to take the plunge into self-employment. It was completely out of character for a thoroughly 'corporate man', but Auditel has given me an earnings capacity far greater than my expectations." He continues, "It isn't always easy but it certainly is rewarding. My business has developed further than I imagined possible and many of my clients now use me on a retainer basis to manage all their utilities and communications issues." One such client is national restaurant chain Pizza Express, for whom David has saved almost £3million.

When asked if he would do it again, David says, "I could not have financed my daughter to qualify as a vet, flown on one of the last Concorde flights, or done many other things without my Auditel life"!

For more information

If you are ready to take the next step into self-employment and want to learn more about how you can take control of your life, career and income as an Auditel consultant, visit www.auditel.net call us on 0800 583 3355 or email us at recruitment@auditel.net .