

# Anchors & Ladders

## Cost Anchors



Gartner found that 93% of CFOs are exhibiting cost management behaviors that actually harm their business. Most of these businesses suffer from at least one negative cost process or "cost anchor" that drag down earnings and negatively impact company performance.

CFOs distinguish themselves by the cost management practices they implement in their organization - from choosing to eliminate negative cost management practices that drag down earnings, to *employing positive ones that increase revenue and profits.*



According to recent Gartner research, Key Issues Facing CFOs, an average of 81% of a company's costs are defined by the industry they are in, and the remaining 19% are largely determined solely by decision making.

# of Cost Management

## Cost Ladders



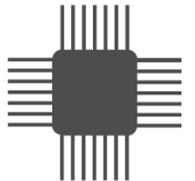
Leading cost management professionals encourage four positive cost behaviors, or "cost ladders", that contribute to business growth by providing the necessary insight to establish a cost and profitability practice that delivers timely, accurate, and actionable results.

### Raise the Anchors

### Climb the Ladders



## Master your anchors and ladders with better cost insights from ImpactECS



### Centralize

Gather and transform critical finance and operations data from systems across the company.



### Analyze

Evaluate and compare historical performance, calculate variances and identify root causes.



### Calculate

Compute and examine detailed cost and profitability results using your business rules and requirements.



### Predict

Run simulations to expose the effects of business changes from either internal and external sources.