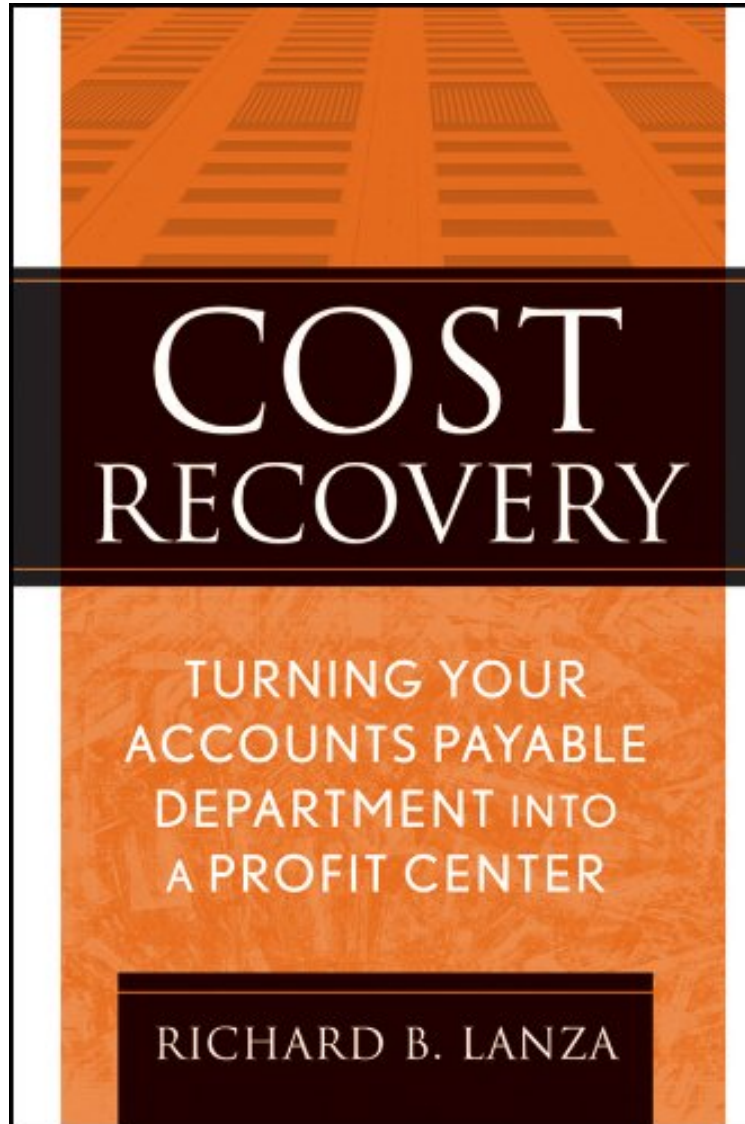


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# Cost Recovery: Turning Your Accounts Payable Department into a Profit Center

*Richard B. Lanza*

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**Richard B. Lanza : Cost Recovery: Turning Your Accounts Payable Department into a Profit Center** before purchasing it in order to gage whether or not it would be worth my time, and all praised Cost Recovery: Turning Your Accounts Payable Department into a Profit Center:

Cost Recovery: Turning Your Accounts Payable Department into a Profit Center shows how to identify a company's

hidden financial assets. It provides tools to assist organizations generate cash recoveries, stop profit leaks, move away from control issues, and work towards process improvements. The book shows how to incorporate profit recovery technology, and how to pair a company with a recovery expert best suited to the company's needs to achieve bottom line results. The book discusses how to utilize free services offered by cost recovery consultants, using of top money-saving proves improvements, and how to create a plan to maximize recovering technology.

"Now every organization can generate cash recoveries, stop profit leaks, move away from control issues, and work toward process improvements with the tools found in Cost Recovery. Authoritatively showing how to incorporate profit recovery technology to achieve stellar-bottom-line results, this insightful and highly readable book provides step-by-step guidance for completing a cost recovery effort of any company's spending." (AccountingWEB.com, February 8, 2010)"Mr. Lanza has authored an excellent how-to book for auditing your accounts payable functions to determine how you might recover costs for your company...it is logically organized, clearly written and meant to be a work guide. This book should be on every financial manager, controller and CFO's desk." (Executive Leader Coach, December 2009)From the Inside FlapNow every organization can generate cashrecoveries, stop profit leaks, move away from control issues, and work toward process improvements with the tools found in Cost Recovery: Turning Your Accounts Payable Department into a Profit Center. Authoritatively showing how to incorporate profit recovery technology to achieve stellar bottom-line results, this insightful and highly readable book provides step-by-step guidance for completing a cost recovery effort of any company's spending. Audit technology expert Richard Lanza clearly explains how to utilize free services offered by cost recovery consultants as well as how to assess risk based on the company's control issues to identify the top areas of likelihood for recovery and process improvements. This important book looks at cost recovery from every angle, with in-depth coverage of areas including telecommunications, utilities, healthcare, advertising, media, freight, tax reduction, project fraud, and more. Filled with illustrative case studies, Cost Recovery: Turning Your Accounts Payable Department into a Profit Center is a time-saving road map revealing: Why every company should consider recovery services How to overcome obstacles to implementation of cost recovery The opportunities—and risks—involved in recovery How the cost recovery market works and which trends affect it How to select the best possible provider What the cost recovery auditor does The recovery technology used by firms to focus their testing efforts The only book available to look holistically at the cost recovery process, Cost Recovery: Turning Your Accounts Payable Department into a Profit Center makes it easier for companies to better understand the nature of recovery firms and to start saving money...before it disappears.From the Back CoverPraise for Cost Recovery "Is your company leaking cash without even knowing it? Lanza's easy-to-read book gives practical points on how to increase profits with little or no added cost. This is the corporate equivalent of finding money on the sidewalk; just reach down and pick it up!" —Joseph T. Wells, CFE, CPA, founder and Chairman, Association of Certified Fraud Examiners "Rich pours a great deal of his extensive knowledge into this guide. It is an encyclopedic approach to the hows and whys of cost recovery services. Not only does the reader learn about the basic mechanics of how cost recovery works, but also has access to numerous case studies showing how it works in key areas such as payables, advertising, health benefits, leasing, and telecommunications. The guide may prove to be the masterwork in this field." —Steven M. Bragg, CFO, Xedar Corporation "An easy action reference tool on how reduced disbursements can increase income significantly more than an equivalent rise in sales. Your ROI on this book will exceed any other investment!" —David H. Margulies, former Senior Managing Director at Bear Stearns, responsible for Controller's Shared Services "In an economy where revenue streams are constricted, using Cost Recovery techniques to find money or save money seems like an obvious strategy, but it's perceived as a daunting task for most organizations. Rich Lanza's Cost Recovery guide provides a step-by-step process that's feasible to implement and easy to read." —Jacqueline A. Breslauer, SVP Corporate Audit, The CIT Group Inc. "Rich Lanza, the 'Data Magician,' has elevated the art of data recovery audit and analysis to the next level. His passion for applying data analytics to the workplace has defined him as a pioneer in the area of cost recovery. I commend Rich for his thinking outside the box that has pushed organizations to review their approach to data recovery and cost control with the result of saving millions of dollars!" —Jim Kaplan, CIA, CFE, President/CEO, AuditNet.org, The Global Resource for Auditors