

## IMG

### IMG Media

IMG is a global leader in sports, events, media and fashion, operating in more than 30 countries. The company represents and manages some of the world's greatest sports figures and fashion icons, stages hundreds of live events and branded entertainment experiences annually, and is one of the largest independent producers and distributors of sports media.

▶▶ *The support Litmus has provided us, over many years, has been invaluable. Their specialist expertise complements our own dedicated team and allows us to utilise their resource when it is needed. Without exception they have always delivered a professional service that has resulted in our services improving and costs reducing.* ◀◀

*Sally Wharmby, VP - Property & Administration at IMG*

### Background

Litmus has worked with IMG for more than 16 years. During this time, IMG has been through a number of structural changes, new owners and has made many acquisitions. Litmus has successfully supported the head of facilities approach the introduction of change, reduce cost, improve services and monitor third party service providers to ensure best value is received.

### Brief

From the outset it was made clear that employee facing services had to be delivered to the highest standard possible within the budgets applicable. Litmus was tasked with eliminating waste through sourcing new procuring services that added service level values and reduced operating costs.

### Approach

**Tim Cookson, the Litmus Partnership, said:** "Over time we have dismantled and rebuilt each service from a zero base prior to managing the effective procurement of the new requirements. The services include catering, cleaning, facilities purchasing, energy, post and mail room, transport, couriers and waste management."

### Outcomes

During 2006 and 2009 substantial savings were identified following Litmus' complete overhaul of all areas of facilities costs. Litmus now provides retained support and each service is monitored regularly. In fact, some services have been retendered and additional savings captured.



**For more information about Litmus get in touch:**

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