

Garment Decorating Solutions Award Winning Quality

IDENTIFY

Opportunities
in the process
and work flow.

Continuous Improvement Cycle

PLAN

How can
the current
process be
improved?

EXECUTE

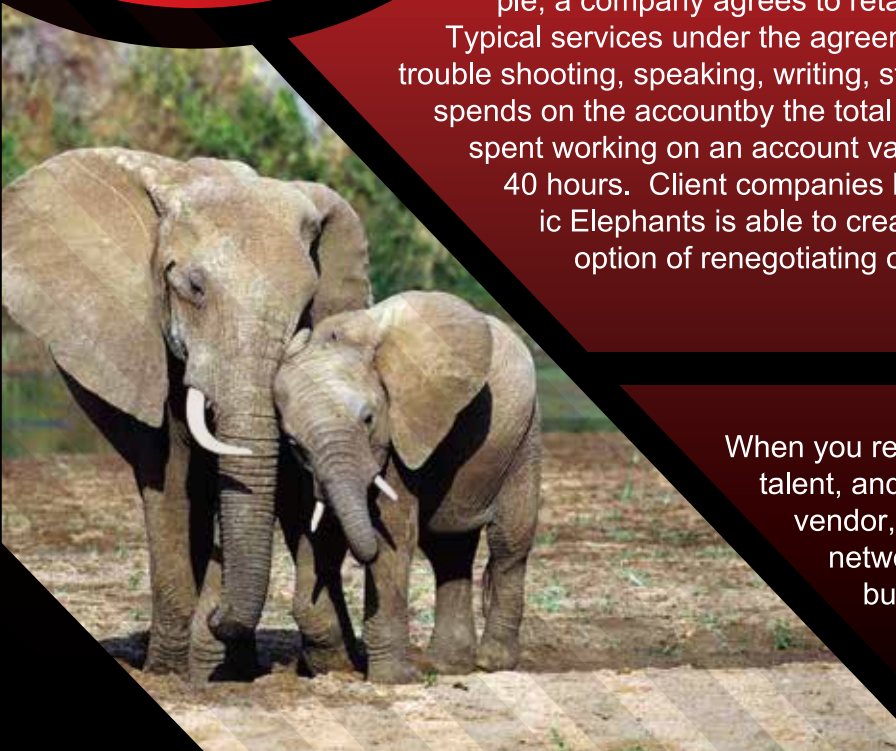
Implement Changes

"Put The Elephant in the room with you!"™

Graphic Elephants "Buckets of Time" model or retainer is a payment method where GE bills a client or company a specific amount of money per month or quarter for work to be performed on the account. Retainer agreements allow us to dedicate more talent and resources to the client. The contracts are typically active for two year cycles.

It is standard practice for for Graphic Elephants to work with companies on a retainer basis, particularly if the client is significant. Retainers allow GE clients to know in advance how much to budget for GE services and work. Each month the client pays the the same fee, which is based on the number of billable hours agreed upon in the retainer contract. For example, a company agrees to retain GE services for 40 billable hours per month. Typical services under the agreement may include, but are not limited to on site trouble shooting, speaking, writing, staff training. GE divides the time its personnel spends on the account by the total hours allowed under the retainer. Actual hours spent working on an account vary each month; however, the client pays for exactly 40 hours. Client companies benefit from the retainer model because the Graphic Elephants is able to create long-term project strategies. Clients have the option of renegotiating or canceling a retainer agreement at any time.

When you retain Graphic Elephants, you are buying the time, talent, and expertise of the GE staff, as well as their printer, vendor, manufacturer, media and other relationships and network. Monthly retainers are a popular way to do business in the business world. A fixed monthly retainer model means GE can devote its full suite of creative and strategic thinking to your deliverables. Put bluntly, retainers are a smart way to do business.



Here are

3

Reasons

why you should engage Graphic Elephants with a retainer arrangement:



1.

Retainers simply offer positive outcomes.

Effective solutions require research, relationship development, understanding industry advancements, process coordination and much, much more. It's critical to maintain ongoing outreach, and you must react quickly when an opportunity presents itself. A retainer empowers Graphic Elephants and its team to do its very best work on your behalf.

2.

Retainers are efficient.

Cost-conscious clients prefer working on a retainer basis. Not only do clients get a discounted rate, but the structure allows GE to invest in gaining knowledge about the client, their customers and its goals. GE only encounters the relationship learning curve once. As a client, there's no need for you to search for a new vendor with each project or opportunity. Your ongoing relationship allows GE to do what it does best— assess and identify improvements, work with customers, create value propositions, provide garment embellishing solutions, and more.

3.

Retainers give you access to collective mind-share.

Work varies from month to month; a retainer allows GE to pull in expertise from different areas of our network to provide strategic, technical and tactical support. It frees up the client to invest the time in thinking about the customers, bouncing around ideas, and jumping on the technology of the day. Simply put, our "Buckets of Time" enable stability and encourage ongoing work. The relationship is grounded in effective planning, continuity, and, most importantly, trust. Our retainer clients trust us like an old friend and genuinely appreciate the comfort of having dedicated staff at their beck and call for various assignments. They consider us true partners extensions of their in-house departments. There is a certain reassurance and value with this kind of relationship. Continuity brings efficiency, effectiveness, and RESULTS!
It is an ultimate safety net.

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Family Owned - Colorado Company