

# RIC

**Delivering the New Standard**

Executive Summary

**RIC**  
**7730 E Greenway Road**  
**Scottsdale, AZ 85260**

<http://www.ricpartners.com>

## **Introduction**

RIC (formerly “RELIANCE INFORMATION CONSULTING”) was founded in August 2014 to serve the off-site storage sector of the Information & Records Management Industry. The two founders Ian Griffin and Anthony Scozzaro, experienced industry insiders, recognized an opportunity that would shift the balance of power in the industry, thereby creating a more equitable playing field for business consumers.

Under Ian and Anthony’s leadership the company has grown and prospered saving its clients compelling sums of cash to be invested back into their business or to improve their bottom line. RIC remain committed to the founder’s vision of improving records information management by driving down storage and service costs, increasing efficiencies and minimizing liability.

Cash savings of RIC clients have ranged from \$250,000 for a law firm in Miami, Florida to \$1,500,000 for a large multi-location healthcare provider in Baltimore, Maryland.

## **The Market**

The global information and records management services industry generates about \$25 billion in annual revenue, according to procurement services provider GEP. Major markets include the US, Canada, Australia and Western Europe. Top regions for growth include emerging markets in central and east Europe, Latin America, Africa and the Asia/Pacific region.

The US specialized warehousing and storage industry, which includes records and information management (RIM) services, consists of 2,500 establishments (single location companies and units of multi-location companies) with combined annual revenues of about \$7 billion.

## **Market Opportunity**

There are countless organizations with millions of boxes containing paper documents stored in secure facilities in the US and around the world. Highly regulated industries such as legal, financial, health care, manufacturing and life sciences are required to keep hard copies of documents for lengthy time periods.

Converting legacy paper into digital electronic format is not feasible due to poor economics and the increase in use of digital document technology has not precluded the growth in the production of paper documents and their storage.

Managing the storage of paper documents is likely the least attractive aspect of records information management. As a consequence and possible lack of diligence, costs have soared to the point where informed professional, institutional or business organizations can benefit from major cost savings.

Dominated by a few vendors the off-site document storage market has evolved to include predatory pricing with service contracts bordering the unconscionable. Reducing client liability and improving terms and conditions requires specialized skill and currency in market knowledge.

## **Business Model**

RIC sees the status quo as a major business opportunity. In fulfilling our corporate vision to drive down the cost of RIM paper storage the company has developed a family of intellectual assets and an experienced management team to execute. Our systemized process for analysis, review and cost reduction is comprehensive and delivers an optimized solution proven successful with a range of clients with varying requirements in all of our served industries.

We engage with clients as a trusted fiduciary analyzing inventory, vendor pricing, service charges, retention requirements and recommending, where necessary a destruction program. Informed retention decisions are made possible by RIC’s unique and innovative indexing process.

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In order to move a client forward into the best possible financial position we organize a request for proposal (RFP) targeted at a range of suppliers including the client's incumbent supplier.

RIC's industry "insider knowledge" and range of contacts with suppliers places us in a strong position to negotiate terms and conditions more favorable than client management personnel. Our comprehensive system for developing proposals from suppliers is unique, wide ranging and extremely effective.

RIC's industry knowledge, intellectual assets and strong experienced team provide a strong platform for success. RIC's reward for service is to share in the cost savings resulting from their work on the Clients behalf.

RIC's relationships with industry suppliers is arm's length and RIC's only compensation from each assignment is paid from clients cost savings.

RIC's fees are earned on delivery of the vendor proposals and payable on commencement of the new Agreement.

### **Client Engagement**

We develop our client base through direct contact from our RIC consultants. Our professionals meet our high standards for education and experience and are thoroughly trained in doing business "the RIC way."

### **Value Proposition**

For business, professionals and institutions wishing to optimize off-site document storage, RIC provides a proven service that reduces cost and improves terms and conditions.

Unlike Iron Mountain and other storage companies RIC is not a storage supplier. RIC provides services as a trusted fiduciary working with multiple storage suppliers, including incumbents to develop the most favorable new contract for its clients.

### **Positioning**

RIC is an independent consulting and services provider to multiple industries using Records Information Management products and services. Our independence from all suppliers places us in a unique position to serve our clients with integrity and distinction.

### **Markets Served**

RIC serves the Healthcare, Legal, Manufacturing, Finance, Energy and Life Sciences markets in the North American market. Our services may be offered horizontally to additional industry segments as we see demand or add additional programs.

### **Corporate Development**

We will take advantage of our unique position and grow our business by building and expanding our sales and marketing activity. Business development activity will be undertaken to expand and grow through licensing, synergistic partnerships and communication programs with influence groups.

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