



Above the Standard Global Clients and Testimonials

Below are some of the many clients Above the Standard has served around the globe in many different industries. We have had the opportunity to work with organizations in more than 150 nations and we look forward to serving you with results!

Above the Standard Global Clients

- ADP (United States)
- AFCONS
- Aggregate Industries (Canada, United States, and Mexico)
- Ameriprise (United States)
- Anderson University (United States)
- AstraZeneca (Global)
- Astro | MEASAT Broadcast Network (Malaysia)
- Aveva Solutions Ltd. (United Arab Emirates)
- Bajaj Auto Limited (India)
- Bank Ekonimi (HSBC Indonesia)
- Bank Indonesia (Indonesia)
- Bank Islam (Malaysia)
- Binh Son Refining & Petrochemical Company (Vietnam)
- Bloom Asia
- Blue Star Ltd.
- BP Oil (Global)
- BP Petronas Acetyls (Malaysia)
- Bristol-Myers Squibb (Global)
- Brunei Gas Carriers Sendirian Berhad (Brunei)
- Capital One Bank (United States)
- CapitaLand Limited (Singapore)
- Carigali Hess (United States)
- Carigali Operating Company Sdn Bhd (Malaysia)
- Carigali-PTTEP I Operating Company
- Catalent (Global)
- Central Supply and Tenders Board (Papua New Guinea)
- Chandra Petrochemical (Indonesia)
- Cherokee Nation of Oklahoma (United States)
- Children's Hospital (United States)
- CLP Power Hong Kong Limited (Hong Kong)
- CNOOC SES Ltd. (Indonesia)
- Confederated Salish & Kootenai (United States)
- Corporate Partner Solutions (United States and Nigeria)



- Corrupt Practices Investigation Bureau (Singapore Government)
- Defence Science and Technology Agency (Singapore Government)
- Defense Information Systems Agency (DoD)
- Department of Labor (United States)
- Dyno Nobel (United States)
- E&P O&M Services (Malaysia)
- ECO Orient Energy (Thailand)
- Education Management (United States)
- Education Training Resources (United States)
- Ericsson Resource & Competence Center (Global)
- ExxonMobil (North America)
- ExxonMobil Exploration and Production (Global)
- Farmers Insurance (United States)
- First American (India)
- Fluor Corporation (Del-Jen)(United States)
- GE (Global)
- Geiger (United States)
- General Mills (India)
- Global Consumer Products (United States)
- Handtech (United States)
- Hess (United States)
- Hess Exploration and Production (Malaysia)
- Hoang Long JOC (Vietnam)
- Horizon Youth Services (United States)
- Hospice of Western Reserve (United States)
- IEV Group (Malaysia)
- Indonesia Deposit Insurance Corporation (Indonesian Government)
- International SOS (Global)
- Jindal Steel and Power (India)
- Johnson & Johnson (Global)
- Johnston Memorial Hospital (United States)
- JTC Corporation (Singapore)
- Keabangan Petroleum Operating Company (Malaysia)
- KFM Holdings Sdn Bhd (Malaysia)
- Khazanah Nasional (Malaysia)
- Kuwait Finance House (Kuwait)
- KWAP (Malaysian Government)
- Labuan Financial Services Authority (Malaysia)
- Lafarge Holcim (Global)



- Lubrizol
- Malaysia Marine and Heavy Engineering (Malaysia)
- Marine and Heavy Engineering Holdings Berhad (Malaysia)
- Maruti Suzuki India Limited (India)
- Meals on Wheels (United States)
- MEASAT Broadcast Network Systems (Malaysia)
- Merck (Global)
- MetLife (United States)
- MIECO Manufacturing Sdn. Bhd. (Malaysia)
- Ministry of Energy and Petroleum (Kuwait)
- Ministry of Finance Malaysia (Malaysian Government)
- Ministry of Finance Singapore (Singapore Government)
- Muckleshoot Tribe (United States)
- Murugappa Group
- National Bank for Agriculture and Rural Development (Government of India)
- National Development Bank PLC (Sri Lanka)
- NERA Economic Consulting (Global)
- Nigerian Oil and Gas (Nigeria)
- Novartis (Global)
- Numico (United States and Europe)
- OceanGold Philippines Inc. (Philippines)
- Omran (Sultanate of Oman)
- PB Petrochemical Company Sdn Bhd (Brunei)
- Petron (Philippines)
- Petronas (Malaysia)
- Petronas Carigali (Malaysia)
- Phoenix (Extreme Conveyor Belt Solutions)
- Phoenix (Extreme Conveyor Belt Solutions)(India)
- PLDT (Philippines)
- Powerica Limited (Wind Power Division)(India)
- PT Chandra Asri Petrochemical (Indonesia)
- PT Telekomunikasi Indonesia (Indonesia)
- PT Wynncor Bali (Indonesia)
- PTT Exploration and Production (Thailand)
- PTTEP (Thailand)
- PureCircle (Malaysia)
- RAM Energy (Global)
- Reliance India Ltd.
- RheinBrucke IT Consulting Pvt. Ltd. (India)



- Riyadh Bank (Saudi Arabia)
- Royal Brunei Airlines (Brunei)
- S2 Operations and Maintenance (United Arab Emirates)
- Sacofa Sdn Bhd (Malaysia)
- Sadbhav Engineering Ltd. (India)
- Salamander Energy Ltd. (Thailand)
- Salini Malaysia (Malaysia)
- Sapura Industrial Berhad (Malaysia)
- SAT-7 (United States)
- Security Pacific Bank (United States)
- Sime Darby (China)
- Sime Darby Holdings (Malaysia)
- Sinai Hospital (United States)
- Singapore General Hospital Pte. Ltd. (Singapore Government)
- Sprint (United States)
- Standard Chartered Bank (UK, Global)
- Staples (United States)
- State Farm Insurance (United States)
- State Trading Organization Maldives (Maldives)
- Success Training (Singapore)
- Talon Global (Nigeria)
- TATA (India)
- Tawajud Al Remouz (Saudi Arabia)
- TDIC (United Arab Emirates)
- Thai Nippon Steel Engineering and Construction Corp. (Thailand)
- Thai Oil Public Company Limited (Thailand)
- TIDC India (Unit of Tube Investments of India Ltd.)
- Toshiba Carrier Co., Ltd. (Thailand)
- Transcon (India)
- True Move Company Ltd. (Thailand)
- U MASS Memorial Medical Center (United States)
- U.S. Federal Government (United States – Different Agencies)
- UCLA Hospital (United States)
- UMSC (UM Specialist Centre Sdn Bhd)(Malaysia)
- UMW Corporation Sdn. Bhd. (Malaysia)
- University Hospital of Arkansas (United States)
- Veterans Administration (United States)
- Vietsovpetro Joint Venture Company (Vietnam)
- Volkswagen Group Malaysia (Malaysia)



- Western Industrial (United States, Europe)
- YCH Group (Singapore)
- YTL Cement (Malaysia)
- YWCA of Greater Los Angeles (United States)

What do some Above the Standard clients say about us?

"The Standard Operating Procedures templates provided were excellent for reference ..."

"Instruction, training, and best practice provided, instructed, and implemented was clear and understandable"

"Above the Standard training course was strategic, conducted professionally, structured and plenty of power strategies and ideas"

"Above the Standard provided organized, needed information and relevant training to help our company"

"Above the Standard provided case studies, exercises, support documents, and supportive templates for us so that we can make our organization a best in class place"

"We appreciated how Above the Standard showed us how to reduce costs within our Government"

"Above the Standard is very knowledgeable in procurement management"

"The things I learned saw, was implemented, and showed will help me and my company – I found so many useful insights...more than I thought would have been"

"Above the Standard has helped us formulate an effective requisition process, showed us how to build up vendor relationship, and guided us in best practice about how to minimize supply chain disruption"

"Above the Standard helped us to improve our procurement and finance process"

"We learned so much as we interacted, implemented, learned about bid teams, cost reduction, processes, contracts, and sustainable measures, and applied these principles from Above the Standard"



"Above the Standard showed, directed, and trained us in new methodologies for more effective resource usage, bottom line improvement, Standard Operating Procedure specific to our organization, risk management design, supply chain disruption, vendor management, and a host of many other areas – they exceeded our objectives and goals"

Sprint

"Throughout the course of this national project with more than 4,000 devices we increased the overall discounts to 15% for monthly services, combined 40 accounts into one account, and eliminated multiple carrier solutions in a large portion of the West Region. The Above the Standard team drove this project by gathering detailed information regarding the current systems deployed and understanding the long-term cost for those systems. We were better able to understand where Sprint was and was not a fit. The bottom line result was almost a 44% cost reduction per year. This resulted in more than \$2,100,000 in savings for the contract term!"

Jon Schoepflin, Texas, Major Account Executive, Sprint

YWCA of Greater Los Angeles

"Above the Standard is the premiere go-to company for cost savings, efficiency and training! They worked beyond expectation with the YWCA Greater Los Angeles on various tasks in procurement, finance, and administration; saving us millions! Above the Standard carries the highest level of integrity and professionalism and I am pleased to recommend them to anyone looking for a better way of managing."

Elsa Luna, CEO, YWCA of Greater Los Angeles

Republic Real Estate and Development Company

"Ted Landgraf and his team worked with one of the largest Native American Casinos in the U.S. They were responsible for the development of a procurement department, as well as streamlining the efficiencies, processes, and procedures. The results of the reorganized systems and processes of procurement and asset management was a savings in the millions of dollars annually."

Mark Heiser, Nevada, Vice President, Republic Real Estate and Development Company

HK Sports

"My company, HK Sports, worked with the Above the Standard team to select us as a national company for uniform, sportswear.... supply to all their locations across the nation. Because of



the process, cost was reduced to the client, communication increased; there was more efficiency, better customer service, and greater satisfaction."

Jason Phipps, Virginia, CEO, HK Sports

Dyno Nobel

"Ted Landgraf, his team, and I worked together on a national procurement program in more than twenty locations for the supply of explosives products and services. As part of the program a Continuous Improvement Process (CIP) known as Blast Optimization was used significantly reducing Aggregate Industries operating costs, while increasing productivity."

EJ Burke, Texas, General Manager, North America, Dyno

Horizon Youth Services

"Horizon Youth Services has had Above the Standard provide procurement and training services to our company, such as: Green Regulations; Contractor Purchasing System Review Regulations; Procurement Process and Procedures; the RFP process; and other Procurement related topics. Their expertise has helped our staff from across the country understand Government contracting requirements and provided a platform for greater efficiencies."

Peter J. Calvo, New Jersey, President, Horizon Youth Services

Corporate Printing Solutions

"I worked with Above the Standard to reduce costs and centralize all print, stationary, envelopes, business cards, and miscellaneous marketing items across the U.S. in more than 300 locations. The outcome for the company was a cost reduction of more than 30%, increased efficiency, brand management and standardization, and a 24/7 online ordering system. I would recommend Above the Standard to any client for cost reduction and increased efficiency."

Scott Hargest, Maryland, CEO, Corporate Printing Solutions

Del-Jen (Fluor Company)

"We have known Ted Landgraf / Above the Standard and have had a great relationship with them since 2007. In July 2011, procurement training was provided to us by them for several of our senior staff and purchasing agents. The feedback from our staff is that it was one of the best and most practical training's they have ever attended. There is no doubt that anyone who works with Above the Standard Group will benefit like we have, because they went above and beyond. They care about long-term working relationships and understand Department of Labor requirements and the needs of the program."



Jim Cashin Sr., Glendale, AZ, Dir. Administration & Operations, Del-Jen (Fluor Company)

ETR

“Above the Standard came in and helped us to do the following: Created Technical Guides for thirteen different areas in our organization; Centralized Standard Operating Procedures from each location to one standard for some areas (procurement, property, finance, and administration); Reduced costs for office supplies by 47% (more than \$250,000), janitorial, cleaning and green supplies by 24% (more than \$120,000), and copiers by 17% (more than \$70,000); Assessed our procurement systems for compliance with procurement plans for improvement; and Provided procurement, green, assessment, and management training to our staff at each ETR location.”

“Above the Standard’s sense of professionalism and timeliness of our needs was almost as strong as his knowledge base on our business as a government contractor. Above the Standard has become an excellent resource for ETR in the areas of procurement and technical training.... We are fortunate to have found them!!!”

Rett Dallas, CFO

Geiger

“We at Geiger worked with the Above the Standard team in putting together a successful national company store program for a large multi-billion-dollar company. Objectives were to reduce overall costs for branded promotional products and logo apparel while at the same time reinforcing the companies brand through consistent use of the company’s identity throughout their various divisions. They made their objectives very clear to us from the start and then worked carefully with us to craft a successful program that remains in effect to this day.”

“Cost savings to the company amounted to 15% plus the resulting consistent display of the company’s brand in all regions. Efficiency improved greatly as Geiger acted as the single point of contact company-wide for all issues regarding use and display of logo on branded merchandise and apparel.”

Scott Boyages, CAS, Massachusetts, Geiger Sales Partner

Fortune 100 Financial Institution

“Above the Standard was involved in a national fleet project that streamlined efficiency and reduced costs across the U.S. During this time the company went through an extensive RFP



project for their entire corporate fleet. They were very involved in the project and their research was thorough and comprehensive.”

Account Manager, Fleet Services, Maryland

Capital One Bank

“Above the Standard is an action-oriented company with a laser-like focus on saving their clients’ money. Their deep experience and team-based approach allows them to help companies set up new money savings processes that memorialize their savings methods for years to come”

Steve Dolbow, Vice President, Capital One Bank NA

XO Communications

“I have worked with Above the Standard for approximately almost six years for wireless and communication solutions. The primary objective for each project has been to provide a one-carrier solution where possible, with the most functionality, at the least cost, without jeopardizing quality. Throughout each project I interacted frequently with Above the Standard’s teams, and found them to be organized, team players, communicated well, and always delivered on time.”

“Above the Standard is one of the most detail-oriented groups of people I have worked with in the industry. It gives me great satisfaction to not only work with ATS, look forward to future projects, and we are proud to be an ATS Premier Vendor.”

Major Account Executive, XO Communications

Staples

“During my time working with Above the Standard, I found them to be very upstanding, honest and trustworthy. They never held back information and were completely fair and unbiased in their decision-making process. I look forward to working with them in future endeavors.”

Jon Butwin, Business Development Manager, Staples, Inc.

SAVE

“I highly recommend Above the Standard! There is no doubt "Above and Beyond" will serve your needs and save you money! The CEO, Ted Landgraf, is one of the most diligent and hard-working men I know!!!”

Lon Calkins, Board Member, SAVE



Exceed

“Ted Landgraf is an exceptional professional. His skills as a project manager are unrivaled and he is one of the more dependable colleagues I have ever worked with. His knowledge of ISO 9001 is unsurpassed in the field of quality assurance and his work product comes in at the highest level of proficiency. I would recommend Ted and Above the Standard without reservation and feel that he would do well at whatever task he was asked to undertake.”

Eugene Rudder, Project Manager, EXCEED Corporation

RCAP Solutions

“Mr. Landgraf has impressive talents and a willingness to do what it takes to get things done. He developed systems to improve tracking, follow up and accountability; spearheaded an overhaul of company operating procedures as well as employee’s evaluations and job descriptions which was a massive effort; instituted regular contacts with field staff to improve communication and follow through to ensure results; and was creative in identifying strategies that bridge gaps between corporate and field staff to meet objectives.”

Ben El-Qasem, MBA, Massachusetts, Chief Financial Officer, RCAP Solutions

Bizooku.com

“I have worked with Ted Landgraf and his team for more than ten years. I have had the pleasure of working on several projects ranging from training and development, to management systems, to procurement systems.”

“With my background in IT as an upper manager, and having owned my own computer IT company, I have more than 25 years in the industry of managing groups and teams. With this said, I want you to understand that Ted has a unique quality of simplifying things with technology. He is an out of the box implementer, yet knows the proper foundation in each situation, that he builds from.”

Jeff Joslin, Founder / CTO