



Controlling Costs

5 Strategies to manage the costs of your small business to save, grow, and thrive.

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1 Consolidate Purchasing

Many suppliers will offer better prices for consolidated purchasing. If you are buying supplies from many different sources, explore the option of using one supplier and asking for lower prices.

2 Encourage Competition

If there are multiple possible suppliers for your business, encourage them to compete for your business by reviewing purchasing agreements and contracts frequently.

3 Ask for Discounts

If you have been served by the same supplier for a long time, you can ask for a discount based on your loyalty. It may be possible to enter into a contract that keeps costs low.

4 Convert Fixed Costs

Whenever possible convert fixed expenses into variable expenses. Variable costs take the pressure off your cash flow needs.

5 Outsource Strategically

You might be able to outsource some of the work that you do in-house. Consider that someone might be able to do something for less money than it costs you to do it internally.