



FOR IMMEDIATE RELEASE –

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Connolly Hosts Top US Retailers at Signature PEAKS Summit

Atlanta, GA – Connolly, Inc., the world’s largest privately held recovery audit firm, held its fifth annual signature Retail event October 19 – 21, in Miami, Florida. The PEAKS (**P**ost-audit **E**xpertise **A**nd **K**nowledge **S**haring) summit is a forum for the exchange of key audit concepts, discussions of new business opportunities, and networking. Connolly provides recovery auditing services for 19 of the top 20 U.S. Retailers, many of whom attend the annual event. Connolly also provides recovery auditing services through its Healthcare and Commercial lines of business.

John Merrill, President, Connolly Retail and International, shared Connolly’s outlook for the industry in a presentation entitled *Audit of the Future*. Topical roundtable discussions, facilitated by Connolly’s Subject Matter Experts (SME’s), focused on *Pharmacy, Direct to Store, Email and Goods Not for Resale*. More general topics such as IT partnering tactics, and using metrics advantageously were also offered as choices for discussion.

In addition to the Connolly SME offerings, several clients also made presentations on topics such as *Process Efficiencies: Turning Opportunities into Recoveries and Reclamation and Returns*. Several professional speakers filled out the roster with presentations on personal branding via social media and methods for navigating successfully through the current challenging business environment.

During the event, Connolly released a Thought Leadership white paper, *Chain Pharmacy Procurement*. Connolly is the leader in the retail pharmacy auditing arena with relationships with 78% of the total U.S. chain, supermarket and mass merchant pharmacies. Connolly’s Principal of the Year, Gary Giger, who heads up the firm’s Pharmacy Center of Excellence in Champaign, Illinois says it was the firm’s excellent relationships with existing retail clients that has made the Pharmacy Center of Excellence and pharmacy auditing such a success. “Those relationships, some of which have been in place for decades, paved the way to our success in pharmacy,” he said. His roundtable focused on insights reflected in the white paper.

CEO Larry Connolly and COO Libby Connolly Alexander attended the event, highlighting the personal touch Connolly’s owners bring to the industry, and underscoring the depth of their involvement in the day to day operations of the



firm. Connolly offers a companion retail event in Europe, Perspectives, which is held November 9th and 10th in London, England. “Although there is certainly overlap in topics with our U.S. retailers, our European retailers face slightly different challenges which we focus on,” CEO Larry Connolly said.

For more information about the white paper “Chain Pharmacy Procurement” please contact Connolly Principal Gary Giger at gary.giger@connolly.com.



Connolly Vice President Business and Client Development, Janet Quirk (left), and Retail Regional Vice President’s Tony Massanelli (center) and Dan Morrissey (right) listen to a client presentation given at Connolly’s signature retail event, PEAKS (Post-Audit Expertise And Knowledge Sharing Summit).

About Connolly - Connolly is the largest privately-held recovery audit firm in the world, with offices located throughout the U.S. and in Canada, and the U.K. Connolly’s headquarters are in Atlanta, Georgia and its Audit Support Center is in Wilton, Connecticut. Connolly assists clients in numerous industries ranging from Consumer Products to Manufacturing to Energy, through their three lines of business, Retail, Healthcare, and Commercial. Recovery auditing involves recouping the millions of dollars each year that clients have erroneously paid to suppliers, vendors, and providers. These errors can include duplicate payments, missed discounts, and more, and are endemic to any large organization. Connolly’s expertise extends to recommending vital process improvements to clients to help them avoid future financial losses. Connolly was founded in 1979 and is in its third consecutive year of being included on the Inc. 5000 List of the Fastest Growing Private Companies in America. Connolly is also a recipient of a Best Places to Work Award for 2010 and 2011 and is a Microsoft Gold Partner.



Connolly enjoys a 97% customer loyalty and satisfaction rating and has an extremely low voluntary turnover rate. More information on Connolly and its services can be obtained at: www.connolly.com. Connolly is a trademark of Connolly, Inc. Copyright © 2010

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