

## FRANCHISE DISCLOSURE DOCUMENT

ATSPG FRANCHISING, INC.  
a Maryland corporation  
410 Pacific Avenue  
Cambridge, Maryland 21613  
(410) 221-0129  
FDDFA@atspg.com  
www.atspg.com



As a franchisee you will operate a business that offers cost analysis and cost reduction services, and procurement outsourcing, management, analysis, audit and training services to other businesses.

The total investment necessary to begin operations of an Above the Standard Procurement Group Franchise that includes a Territorial Unit List of a minimum of 2,000 prospects is between ~~\$66,700~~ 69,900 to ~~\$81,900~~ 99,900. This includes \$49,900 that must be paid to the franchisor or its affiliates.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar-days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Ted Landgraf or Donna Landgraf at 410 Pacific Avenue, Cambridge, Maryland 21613, (410) 221-0129.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "*A Consumer's Guide to Buying a Franchise*," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at [www.ftc.gov](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

Issuance Date: March 25, 2014, as amended 2015

Above the Standard Procurement Group – FDD ~~3/2014~~ 3/2015  
~~#1339383.12~~  
~~#1339383.11~~  
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23735584v2

## STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with a state franchise administrator before offering or selling in your state. REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT.

Call the state franchise administrator listed in Exhibit H for information about the franchisor, or about franchising in your state.

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.

Please consider the following RISK FACTORS before you buy this franchise:

**1. THE FRANCHISE AGREEMENT REQUIRES YOU TO RESOLVE DISPUTES WITH US BY LITIGATION IN MARYLAND. OUT OF STATE LITIGATION OR ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO LITIGATE WITH US IN MARYLAND THAN IN YOUR HOME STATE.**

**2. THE FRANCHISE AGREEMENT STATES THAT MARYLAND LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.**

**3. THE FRANCHISOR'S TOTAL ASSETS ON THE AUDITED FINANCIAL STATEMENTS FOR FISCAL YEAR ENDING DECEMBER 31, 2014 ARE \$2.**

**4. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.**

We may use the services of one or more FRANCHISE BROKERS or referral sources to assist us in selling our franchise. A franchise broker or referral source represents us, not you. We pay this person a fee for selling our franchise or referring you to us. You should be sure to do your own investigation of the franchise.

Above the Standard Procurement Group – FDD 3/20143/2015

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## EFFECTIVE DATES

California Effective Date:

Hawaii Effective Date:

Illinois Effective Date:

Indiana Effective Date:

Maryland Effective Date:

Michigan Effective Date:

Minnesota Effective Date:

New York Effective Date:

North Dakota Effective Date:

Rhode Island Effective Date:

South Dakota Effective Date:

Virginia Effective Date:

Washington Effective Date:

Wisconsin Effective Date:

Above the Standard Procurement Group – FDD 3/20143/2015

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