NATION'S LARGEST POST-ACUTE CARE PROVIDER

Nation's largest post-acute care provider
achieves granular spend visibility and boosts operational efficiency

$9M+
CLIENT SAVINGS

AT A GLANCE

Challenges

- Lack of **enterprise-wide spend visibility**
- Barriers to identifying and leveraging potential **economies of scale**
- **Limited resources**
- **Limited Inventory control**
- Limited competitive **market knowledge**

Results

- 32% cost reduction
- Inventory and single contract
- Single invoice and summary
- Eliminated pricing inconsistency
- Well positioned to manage the fleet during divestitures

OBJECTIVES

Bring visibility to spending and assess saving opportunities for copiers/printing equipment. Create spend controls, fleet inventory across 400+ locations, and leverage economies of scale.

SOLUTIONS

Established client goals, expectations, and data request(s) during stakeholder kick-off meetings.

D**iscovered and evaluated over 500+** documents supporting the existing fleet across **14 various providers and 400+ locations.**

Completed comprehensive analysis of current fleet models in use, age, utilization, and user behavior by location, and evaluated all SLAs.

Recommended a transition plan to one master's best-in-class contract with one National vendor and SLAs to execute refresh of over 900 pieces of equipment over 3 years with minimum buyouts and internal labor.

Negotiate final pricing plans and contracts with an incumbent national vendor to coordinate the multi-year rollout.

Guided the client throughout the process, Covid restrictions, and corporate change.

Developed and execute additional guidelines and vendor SLAs to support massive divestitures and supervised coordination of the equipment rollout and storage.

OUTCOMES

Eliminated pricing inconsistency for all locations.

Standardized and right-sized equipment to the current corporate needs and secured market best pricing.

Optimized contractual terms, created monthly inventory reviews and usage, and implemented ongoing market benchmarking of key suppliers.

Simplified invoice procedures from 400+ to one master invoice.

Uncovered additional great savings and optimization opportunities to roll out around printers and their management process.