



PAG

CASE
STUDY

Regional
Medical Center

Regional Medical Center Saves Big!

This Regional Medical Center faced particular challenges which it retained Profit Advisory Group (PAG) to address, including rapid growth, decentralized decision-making, vendor billing issues.

IT and Accounting departments had tried for more than a year to address these challenges, with limited success.

- PAG's engagement involved the focused review of \$1,500,000 in annual voice and data expenses.
- By project completion, the organization realized savings of 33%, including \$59,000 in one-time credits and refunds and \$500,000 in annual savings.
- Working closely with company personnel and its Equipment vendor, PAG was also able to assist with defining specifications and plans, as well as recommending additional hard dollar savings, operating efficiencies, and other business benefits beyond the \$500,000 cited above.

Summary

Using its knowledge of vendor organizations and processes, PAG was able to document and recover erroneous charges going back one year in time. Examples included pricing errors at an account and line item level, charges payable by other firms, and services that were not disconnected properly.

Over 25% of on-going savings resulted from the elimination of voice and data services not in use.

Significant savings were also achieved by PAG's negotiation of custom contracts with vendors and the efficient reallocation of services by vendor. PAG's detailed, non intrusive approach enabled our client to minimize its involvement of time and resources and rely on PAG to fully implement all approved recommendations, while maximizing savings and benefits.

"I must admit my initial skepticism. How much could we be missing? **A six-figure refund and annual savings and Credits of over \$500,000!!!** I am very glad that we brought Profit Advisory Group in."

- VP, MRMC.



Don't flush your profits down the drain
Learn how to save BIG on your Telecom bill

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