



Customer Overview:

- ✓ A Louisiana based healthcare System engaged Profit Advisory Group to audit their spend for voice, data, wireless, internet and equipment.
- ✓ Spend volume: \$3,980,000 annually
- ✓ Project included 60+ locations

Key Challenges & Objectives:

- ✓ Challenges included extensive data collection.
- ✓ Capture all data from the telecom assessment in a format that could be leveraged in cost reduction projects
- ✓ Project objectives included achieving cost savings and invoice consolidation.

Profit Advisory Group Solution:

- ✓ Extensive Data collection using Profit Advisory Group Data Collection process
- ✓ PAG created a comprehensive inventory of all services currently in use by the Hospital and its facilities.
- ✓ PAG reviewed current invoices for contract compliance.
- ✓ Profit Advisory Group worked with the client on consolidation of existing services.
- ✓ PAG set up key vendor portal access for client
- ✓ PAG conducted extensive utilization studies to insure network was the right size to meet current and future needs.
- ✓ PAG studied the incumbent vendors programs and moved services to take advantage of more favorable rates.
- ✓ PAG helped client correctly purchase the services it used to avoid costly overages.
- ✓ PAG created a database of all current contracts to help develop a strategy to insure client had more leverage in future negotiations

Results:

Client was able to reduce costs by almost 28% or \$1,200,000 without any vendor change. Secured a credit of \$370,000 for missing contract discounts and late disconnects. Unused services were identified and cancelled which contributed to the overall success of the project. Vendor consolidation was achieved. The new contracts allowed for increased bandwidth at lower cost.

