



Customer Overview:

- ✓ A Mississippi Based Regional Medical facility engaged Profit Advisory Group to audit their spend for voice, data, wireless, internet and equipment.
- ✓ Spend volume: \$880,000 annually
- ✓ Project included multiple locations as well as Physicians groups.

Key Challenges & Objectives:

- ✓ Challenges included extensive data collection.
- ✓ Hospital was using an antiquated local service that needed to be upgraded.
- ✓ Project objectives included achieving cost savings, better contract terms, invoice consolidation and automating charges to the correct Cost Centers.

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.
- ✓ Existing Vendors were contacted to review current contracts and services provided.
- ✓ Profit Advisory Group developed a comprehensive inventory to determine need and use of all services.
- ✓ Phase one evaluated current technology to determine the feasibility of an upgrade.
- ✓ PAG received quotes from existing providers to keep current business and insure hospital was receiving best-in-class offer.
- ✓ Phase two dealt with consolidating invoices and standardizing invoice reporting tools to automate cost accounting.
- ✓ Profit Advisory Group utilized competitive bids and promotions to reduce costs with current providers.

Results:

Client was able to reduce cost by almost 21% or \$185,000 without any vendor change. In addition, the hospital secured a \$21,000 credit for billing errors. Customer was able to cancel services not being utilized and reduce number of invoices by 72%. Finally, they were able to replace their antiquated system with newer technology with limited work by their staff, and the savings PAG uncovered fully covered the cost of the new solution.

