



**GUARANTEED TIME AND MONEY SAVINGS
HOME HEALTHCARE FIRM
NEW YORK**

“There is a financial benefit that has been significant over the years and then there are behavioral changes. Every time we do a review with them we learn new things about how to manage that part of the business - so it’s educational as well as financial.”

PROBLEM:

Costs needed to decrease to manage Budget requirements

- Average Cost Per Device Metric needed to decrease
- Meet Budget Requirements for leadership
- Satisfy Users requirements for ease of use
- Adhere to security measures to keep patient information safe

SOLUTION:

- Negotiate custom deals with the carrier on behalf of Customer
- Establish custom rates to decrease cost per device
- Create unique systems to obtain zero dollar equipment
- Increase waivers to terminate lines not needed

RESULTS:

- Completed Technology refresh on 80% of corporate devices
- Achieved equipment credits for over \$100,000
- Achieved Budget goals of under \$40 per device over all devices
- Achieved budget requirements of under \$40 per device over all corporate devices on the account
- Satisfied end user ease of use and information security metrics

Customer Background:

- New York Home Health Care Provider for Patient in home health services
- 1100 Devices
- Needed to manage asset and capabilities on devices
- Needed to secure Patient Health record data
- Achieved budget goal of under \$40 per device

Bill Police Impact

