



UNDERSTANDABLE SIMPLE INFORMATION
REGIONAL HEALTHCARE SYSTEM
MID ATLANTIC REGION

“Kae and The Bill Police are very collaborative! They have a good system and process in place to provide a bunch of different services and they are willing to cater that to fit a customer’s needs.”



PROBLEM:

Customer could not pull several complex trended data sets over time to illustrate cost savings to leadership team.

- Customer was saving lots of dollars in avoided cost but did not know how to show this to leadership to demonstrate successful results

SOLUTION:

- Bill Police provided a custom report for the Customer to be able to show multiple relevant metrics and avoided cost
- Graphic illustrated both cost, usage and counts relative to one another
- Graphic in one easy to understand illustration at a glance

RESULTS:

- Stakeholder was able to show significant decreases in spend despite the increase in number of users and amount of data used
- Stakeholder was promoted to increased job function

Customer Background:

- Regional Healthcare System
- 1700 Devices
- Understood and was measured on Cost Avoidance but could not clearly monetize results
- Customer remains a Bill Police Customer for over 8 years

