



ALLIANCE COST CONTAINMENT

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Case Study

ACC Saves \$180,000 for a Medical and Drug Testing Service Company

CompuNet Clinical Laboratories offers medical and drug testing services to physicians, patients, hospitals, industry, and managed care partners.

The CFO for the \$75 million company turned to Alliance Cost Containment for help in reducing operating costs. The company liked the experience so well that it engages ACC each year to find additional savings.

ACC's consultants initially conducted an extensive review of the company's spending history and developed a six-step plan to negotiate, implement, and measure cost savings across a range of expense categories.

ACC examined janitorial supplies, office supplies, printing and forms, telecom, waste removal, fuel procurement cards, and uniforms/mats.

Our data analysis, negotiation and savings audit methodologies saved the company \$180,000 over the first two years:

◆ Printing and forms	\$70,000
◆ Telecom	\$30,000
◆ Uniforms/mats	\$30,000
◆ Office supplies	\$20,000
◆ Fuel procurement cards	\$15,000
◆ Waste removal	\$10,000
◆ Janitorial supplies	\$5,000
◆ TOTAL	\$180,000



The CFO was particularly pleased with ACC's savings audit process. "They did what they said they would do. They always went the extra mile to negotiate the savings they said they could achieve. Additionally, the bi-monthly expense audits validate the savings. This is the real key benefit of the service."

For more information about Alliance Cost Containment, please visit our website (www.alliancecost.com) or call 866.364.2848

Discovering Efficiency. Delivering Results. Toll free: 866.364.2848