

### CUSTOMER OVERVIEW

- A Regional Medical Center engaged TechSource Partners (a new division of Profit Advisory Group) to review its cellular services.
- Result: The client achieved dramatic savings of over \$211,000 annually, plus nearly \$200,000 in credits.

### KEY CHALLENGES & OBJECTIVES:

- Reduce costs
- Obtain new, best-in-class contract terms.

### TECHSOURCE SOLUTION:

- By identifying billing errors, our team identified monthly savings of \$4,000. Additionally, , TechSource Partners renegotiated the Local Agreements with their current Carrier and achieved monthly savings of over \$10,000.
- We also negotiated a new Cellular agreement that reduced monthly billing by 30%. We also uncovered another error causing Local Calls to be billed as Long Distance.

### RESULTS:

The client achieved annual cost savings above \$360,000, resulting in an overall savings of 25.4%. The client could purchase much-needed equipment with the capital the savings freed up from the telecom budget.

