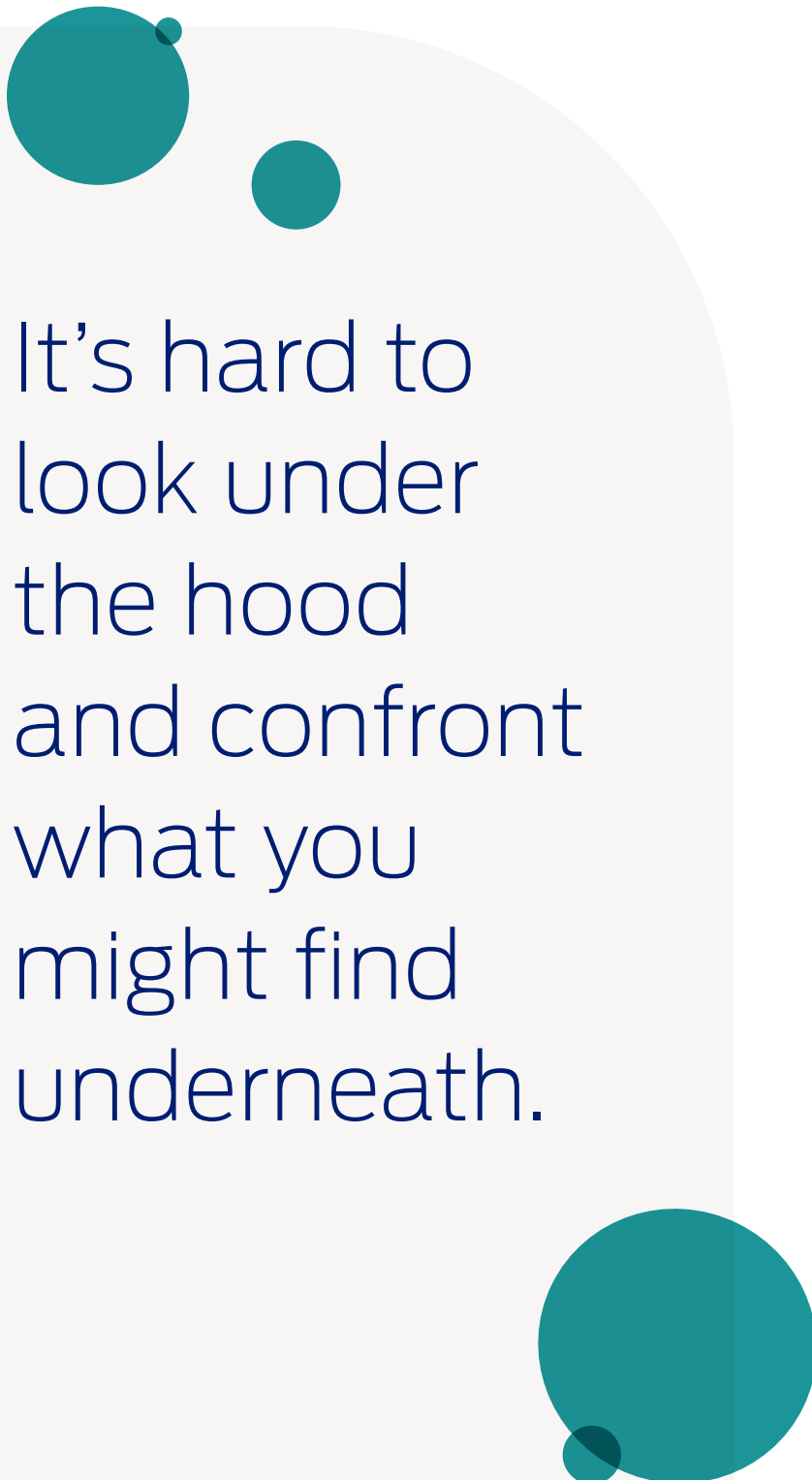




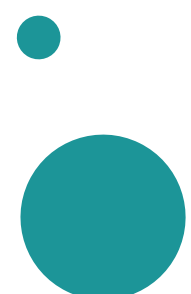
Diagnostic Review Case Study

Avalon Health Care Group





It's hard to
look under
the hood
and confront
what you
might find
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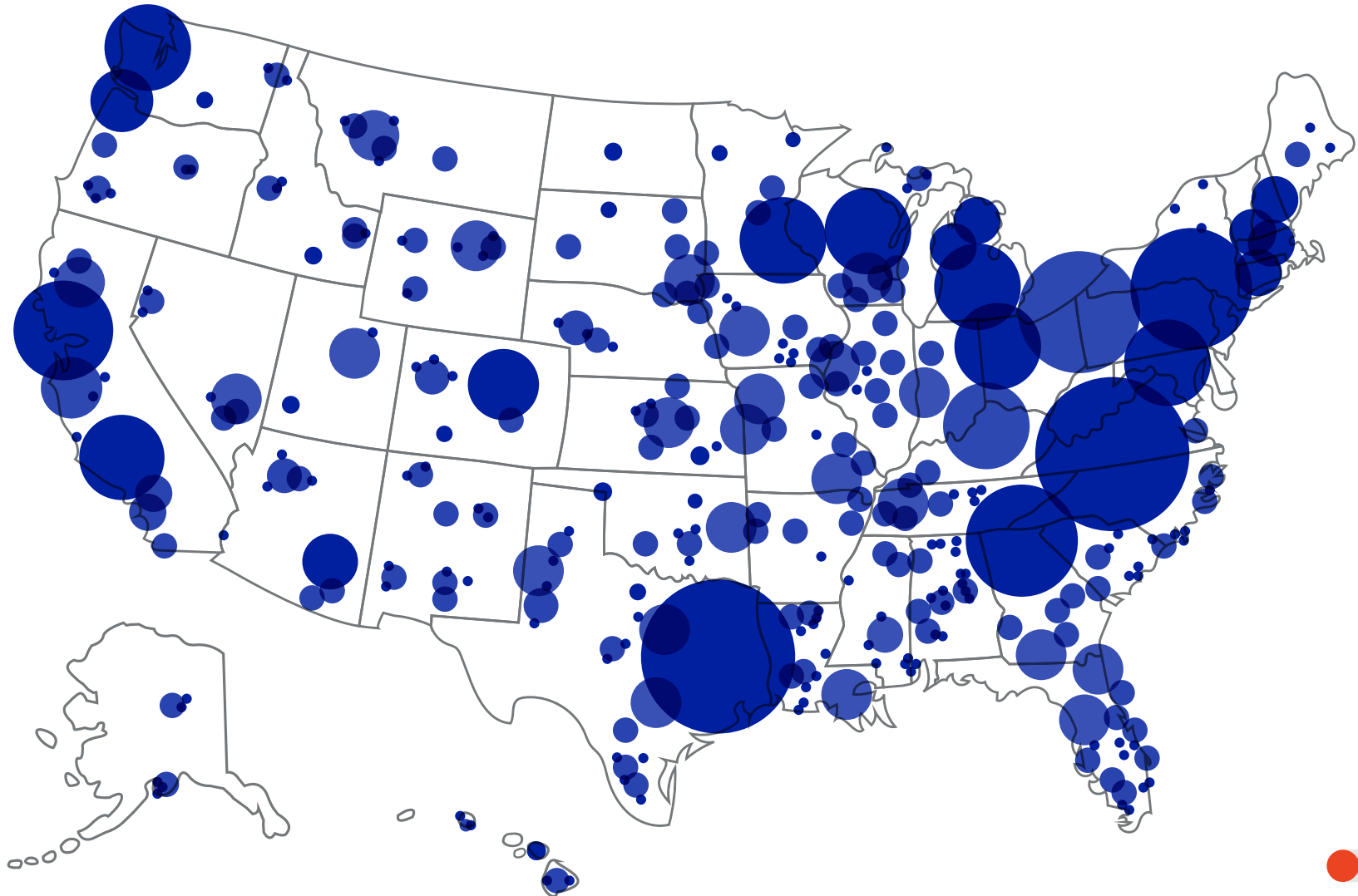
In a sea of potential problems, finding a solution to an unknown issue can feel like an overwhelming challenge. When time inevitably passes, you don't even know how or where to begin.

What about looking “under the hood” of your current gas program?

For a lot of medical facilities, the results are sobering. From multiple invoices and delivery tickets to untimely and confusing contracts, something as simple as managing your company's oxygen supply can actually be quite cumbersome—and costly.



That's why EspriGas matches over 25 years of experience with their network of the best suppliers to streamline the supply of your gas and associated supplies into an easily manageable system, so that you can focus on taking care of your patients and partners.



The EspriGas Diagnostic Review



The EspriGas **Diagnostic Review** helps present a crystal clear perspective of your current gas supply and devises a plan to consolidate and optimize your gas and associated supplies. In essence, it allows you to have not too much, not too little, but exactly what you need.

The Diagnostic Review also allows EspriGas to identify and eliminate the four traditional gas supply pain points: convenience, cost control, visibility, and reliability.



So, what does the Diagnostic Review consist of?

GASpr™: Our proprietary **Diagnostic Review** helps develop a tailored approach for each customer.*

Step 1

Visit site and validate data.
Review existing gas spend program.
Identify inefficiencies and accounting controls.

Step 2

Conduct mode analysis.
Optimize utilization using data.
Identify best practices for ordering, inventory, and handling.

Step 3

Present findings.
Implement on-boarding.
Establish account management.



The end result is a streamlined gas supply.

* The Diagnostic Review is a 90 day process



About Avalon Health Care Group

Avalon Health Care Group—a skilled nursing and senior living provider with over 50 communities nationwide—found that they needed assistance managing their gas program.

Although hesitant to make a change to a more streamlined system because an interruption in service could be detrimental to client safety, Avalon leaned on the help of the EspriGas **Diagnostic Review** and was able to alleviate their unmanageable workload and integrate their procure to pay system without interrupting their service.



GASpr™ Review

EspriGas Discoveries

Identified opportunities to streamline ordering system for all locations.

Limited visibility into their overall gas program across multiple locations.

4 states and 45 communities with no centralized control or support.

Discovered several costly ghost rentals.

EspriGas Results

Removed ghost rentals and focused on efficiency.

Consolidated gas supply program to **1** contract and point of contact.

Assigned a dedicated account executive for quarterly performance and annual pricing reviews.


Reduced annual invoices from 3000 to **64**.

Integrated through Coupa to streamline ordering and invoicing.

Reduced suppliers from 9 to **1**.


40%+ savings on medical gas spend.





With a national gas supply program, EspriGas was able to take advantage of their buying power, reducing overall unit price and lowering Avalon's total cost.

With the help of the **Diagnostic Review**, Avalon was able to:

- Ensure consistent, correct pricing.
 - Integrate gas supplier into procure to pay system to streamline orders and invoicing.
 - Save 40%+ on medical gas spend.
 - Remove costly ghost rentals.
 - Save on medical gas and respiratory equipment spend.
 - Reduce rental equipment costs and audit cylinder balances.
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Making the
Complex Simple.