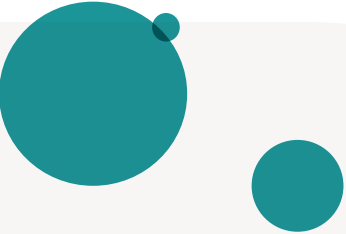




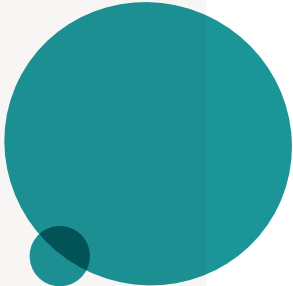
Diagnostic Review Case Study

Blue Pearl Specialty
and Emergency
Pet Hospital





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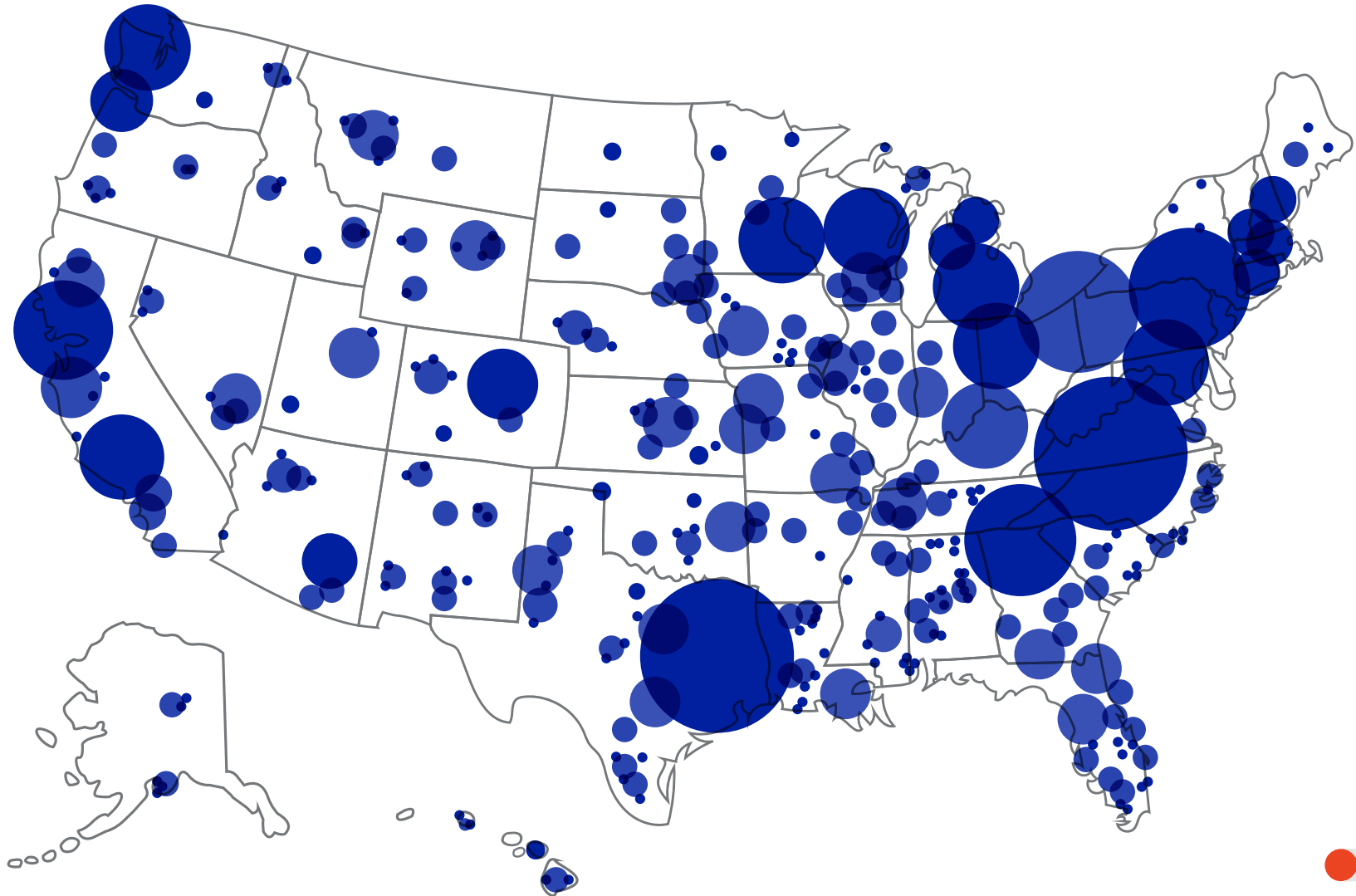
In a sea of potential problems, finding a solution to an unknown issue can feel like an overwhelming challenge. When time inevitably passes, you don't even know how or where to begin.

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 Blue Pearl

Blue Pearl — a 24-hour emergency veterinary service providing specialty medicine for pets in veterinary hospitals across the United States — was paying their gas supply invoices without any checks and balances, stripping away money and resources from their practice.

They needed a system in place to track their overall spend and manage their invoicing process in order to live out their mission — to provide remarkable care to remarkable pets.



GASpr™ Review

EspriGas Discoveries

Blue Pearl was paying different rates across all 70 facilities.

Locations were being charged for medical tanks they didn't have.

EspriGas Results

Monitored orders to make sure invoices went to the correct facilities.

Assigned dedicated account team to reduce costly emergency deliveries.



By increasing the visibility of their current approach to manage Blue Pearl's gas inventory and assigning a dedicated elite team, EspriGas was able to solve their issues with cost control, visibility, quality and convenience.

With the help of the **Diagnostic Review**, EspriGas:

- Ensured consistent, correct pricing by streamlining invoicing.
- Cut cost by standardizing product size.
- Optimized inventory levels so they can continue to grow.
- Rather than processing costly emergency deliveries, we evaluated orders to ensure emergency orders were necessary; uncovering unnecessary emergency orders and identified an opportunity to educate locations on medical gases and tanks.





Making the
Complex Simple.