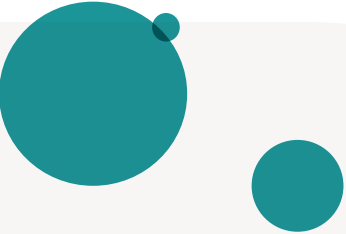




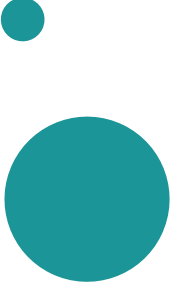
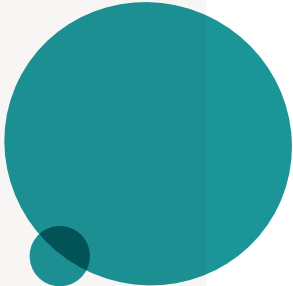
Diagnostic Review Case Study

Brookdale Senior Living





It's hard to
look under
the hood
and confront
what you
might find
underneath.

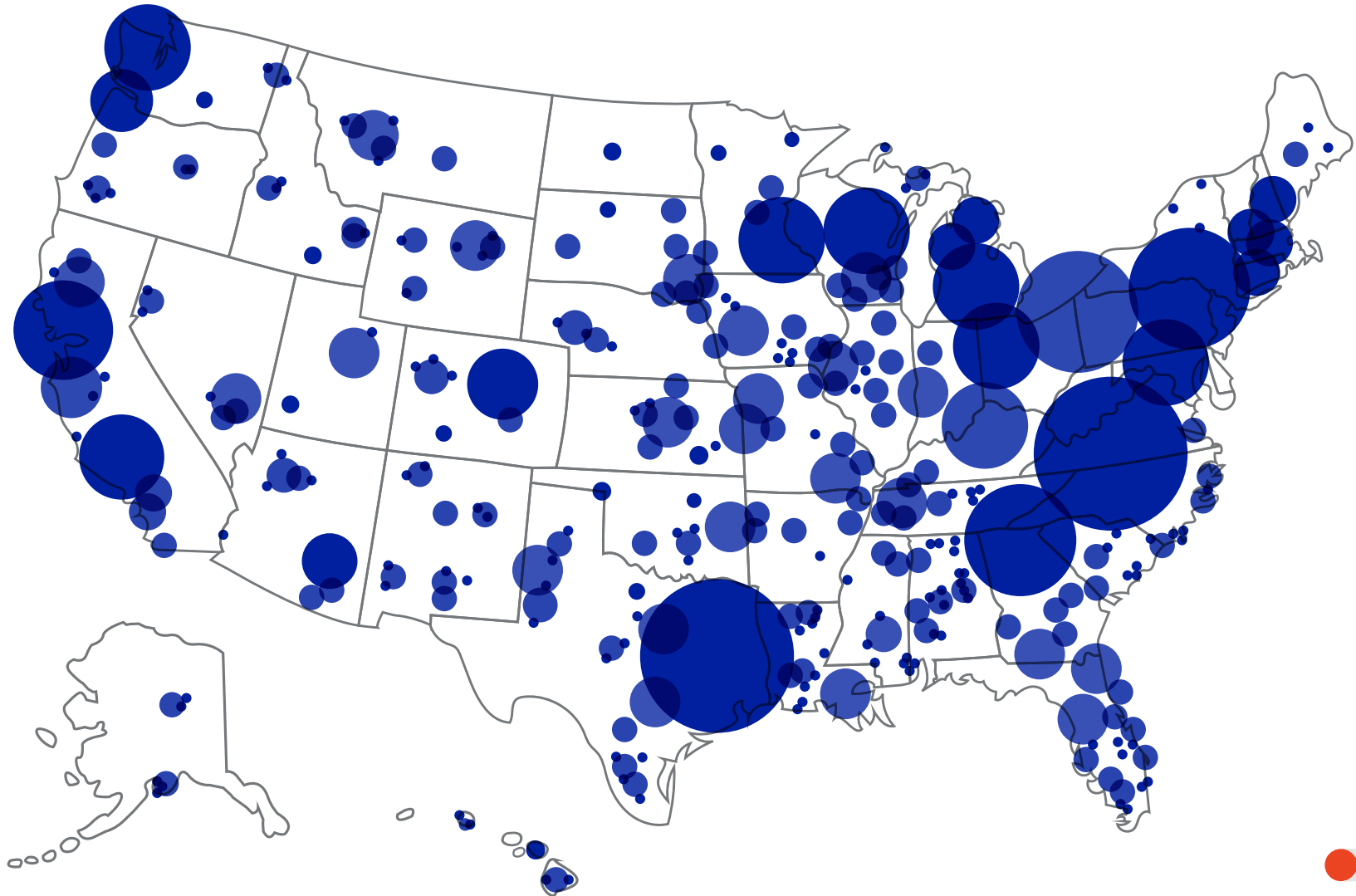


In a sea of potential problems, finding a solution to an unknown issue can feel like an overwhelming challenge. When time inevitably passes, you don't even know how or where to begin.

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 Brookdale Senior Living

Brookdale Senior Living—a skilled nursing and senior living provider with 1100 communities nationwide—found that they were spending too much time processing invoices for their gas supply purchases.

With no system in place, invoices piled up resulting in untimely payments to gas suppliers. Nonetheless, they were hesitant to make a change to a more streamlined system because an interruption in service could be detrimental to client safety. With the help of the EspriGas **Diagnostic Review**, Brookdale was able to alleviate their unmanageable workload without interrupting their service.



GASpr™ Review

EspriGas Discoveries

70%

of the incumbent suppliers were the best for their facilities.

Paying too much for their current gas supply.

Unmanageable workload.


EspriGas Results

Streamlined invoicing process.

Trained employees on new invoice processing.

Provided the best gas supply to fit their specific needs at a lower cost.

Convenient and on-time deliveries.



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

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

- Continue to provide the highest quality gas to their customers without interruptions to their service.
- Decrease time spent ordering, processing, recording and paying invoices for their gas supply.





Making the
Complex Simple.