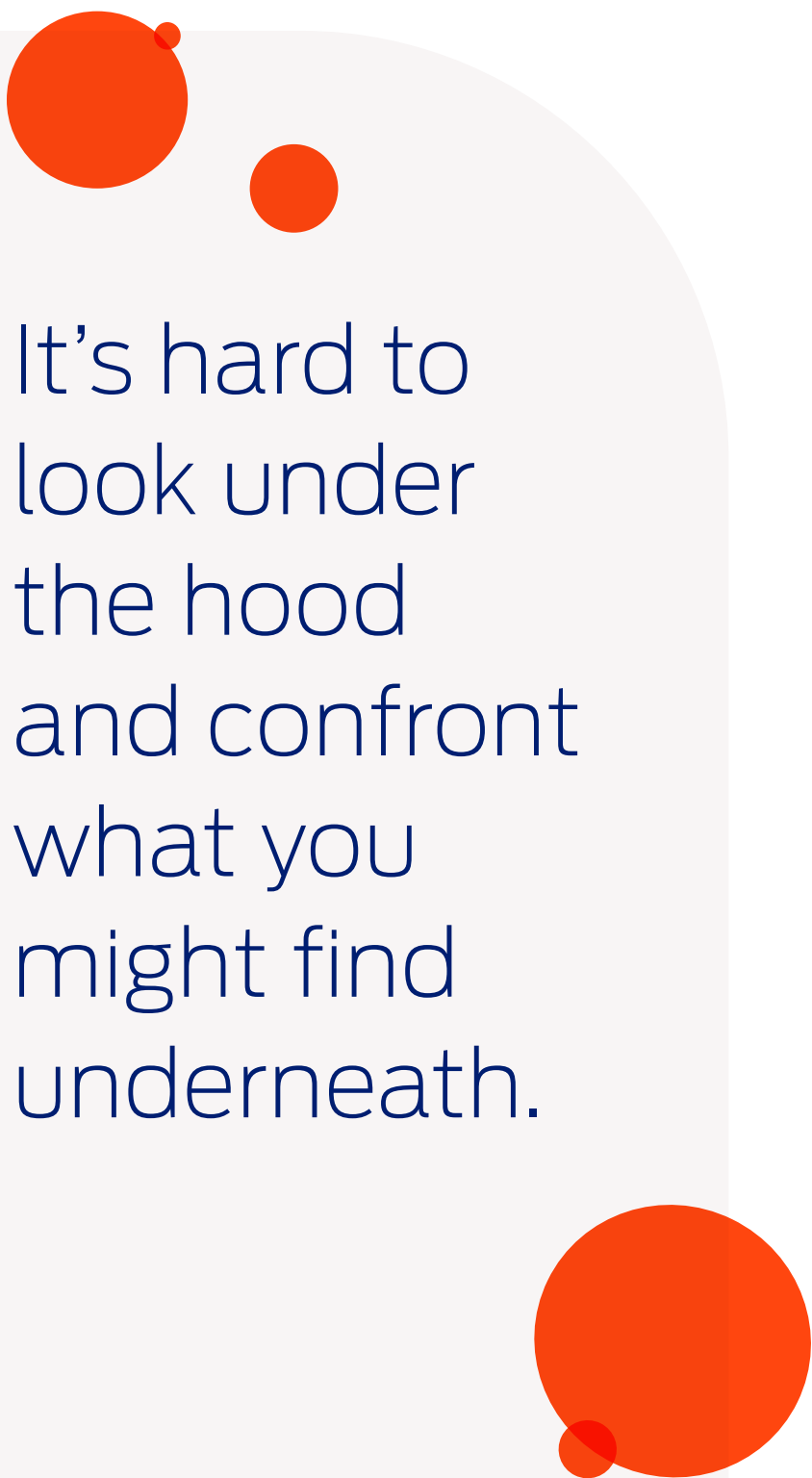




Diagnostic Review Case Study

Fresenius Medical Care





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

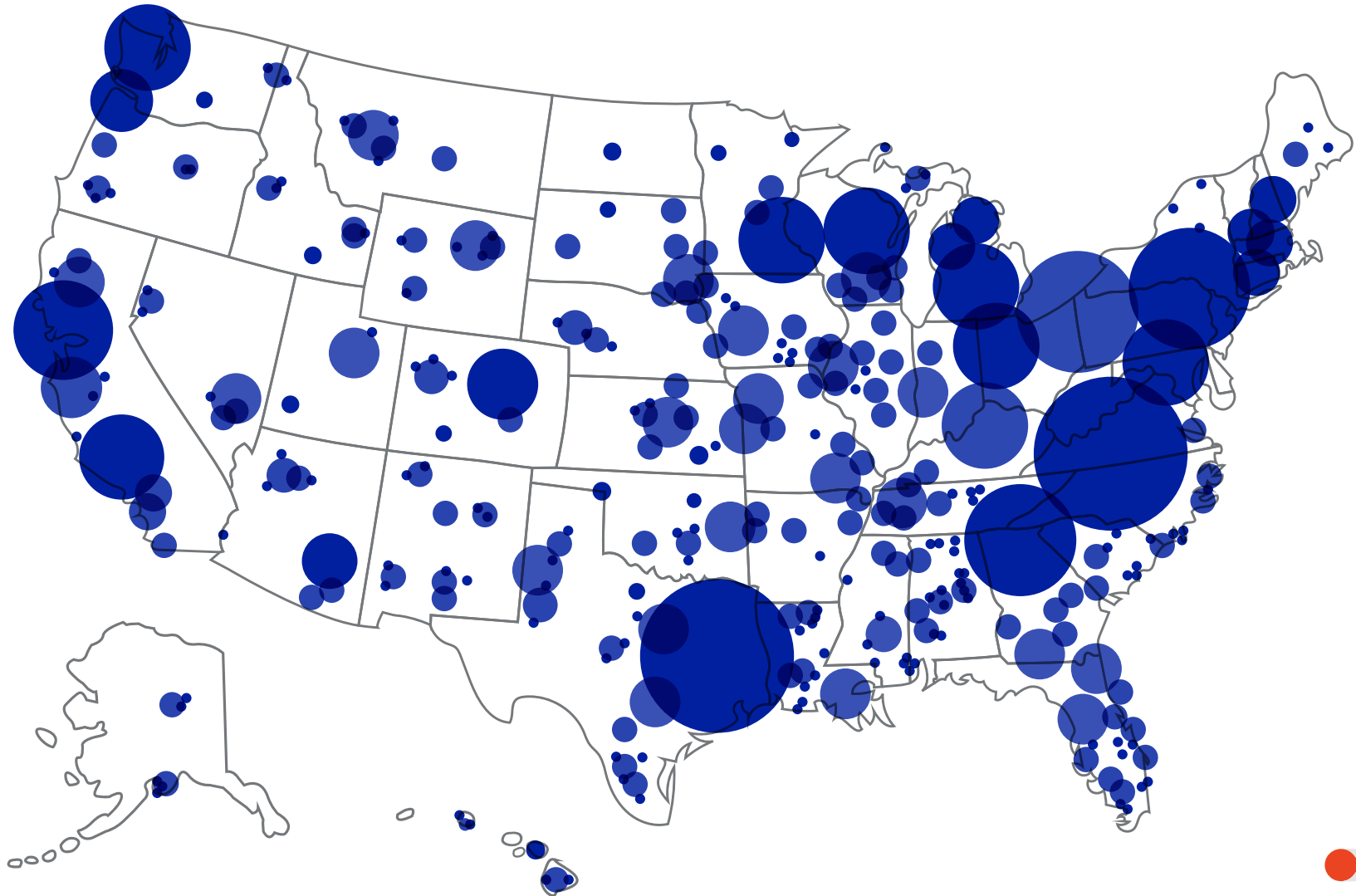
In a sea of potential problems, finding a solution to an unknown issue can feel like an overwhelming challenge. When time inevitably passes, you don't even know how or where to begin.

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 Fresenius Medical Care

Fresenius Medical Care—North America's premier healthcare company focused on delivering the highest quality of care to people with renal and chronic conditions—found that controlling the cost of their gas supply was quite the balancing act. From renting equipment and cylinders, to delivery charges and variable gas costs, they found it difficult to find the best price for the highest quality of product and service.

With a nationwide network of suppliers, EspriGas was able to provide Fresenius Medical Care with the perfect ratio to manage their gas supply.



GASpr™ Review

EspriGas Discoveries

400+
suppliers and
3,000
locations
nationwide.

Purchasing small
oxygen cylinders.

Spending
\$5M
in gas and
ancillary fees.

Integrated
procure-to-pay
system to manage
accounts payable
and purchasing
efficiencies.

EspriGas Results

Eliminated
ancillary fees
such as hazmat,
environmental and
fuel surcharges.

Cut down supply
chain from 400+
suppliers to
1.

Created a single
source for ordering
their oxygen
supplies.

38%
overall savings in
the first year.



Making the
Complex Simple.