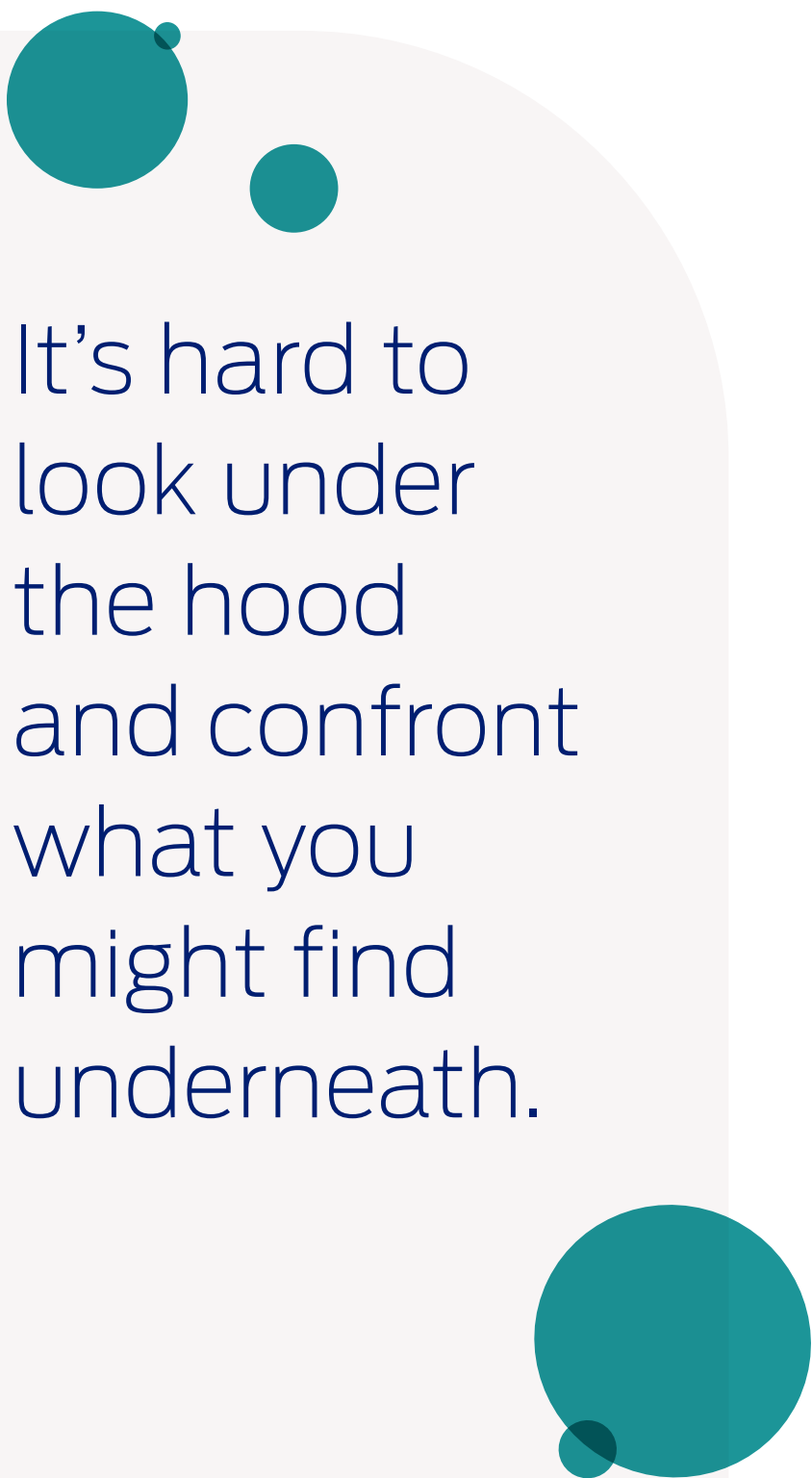




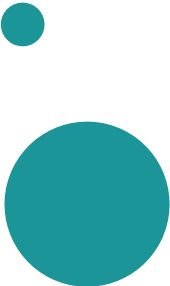
Diagnostic Review Case Study

Thrive Pet Care





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

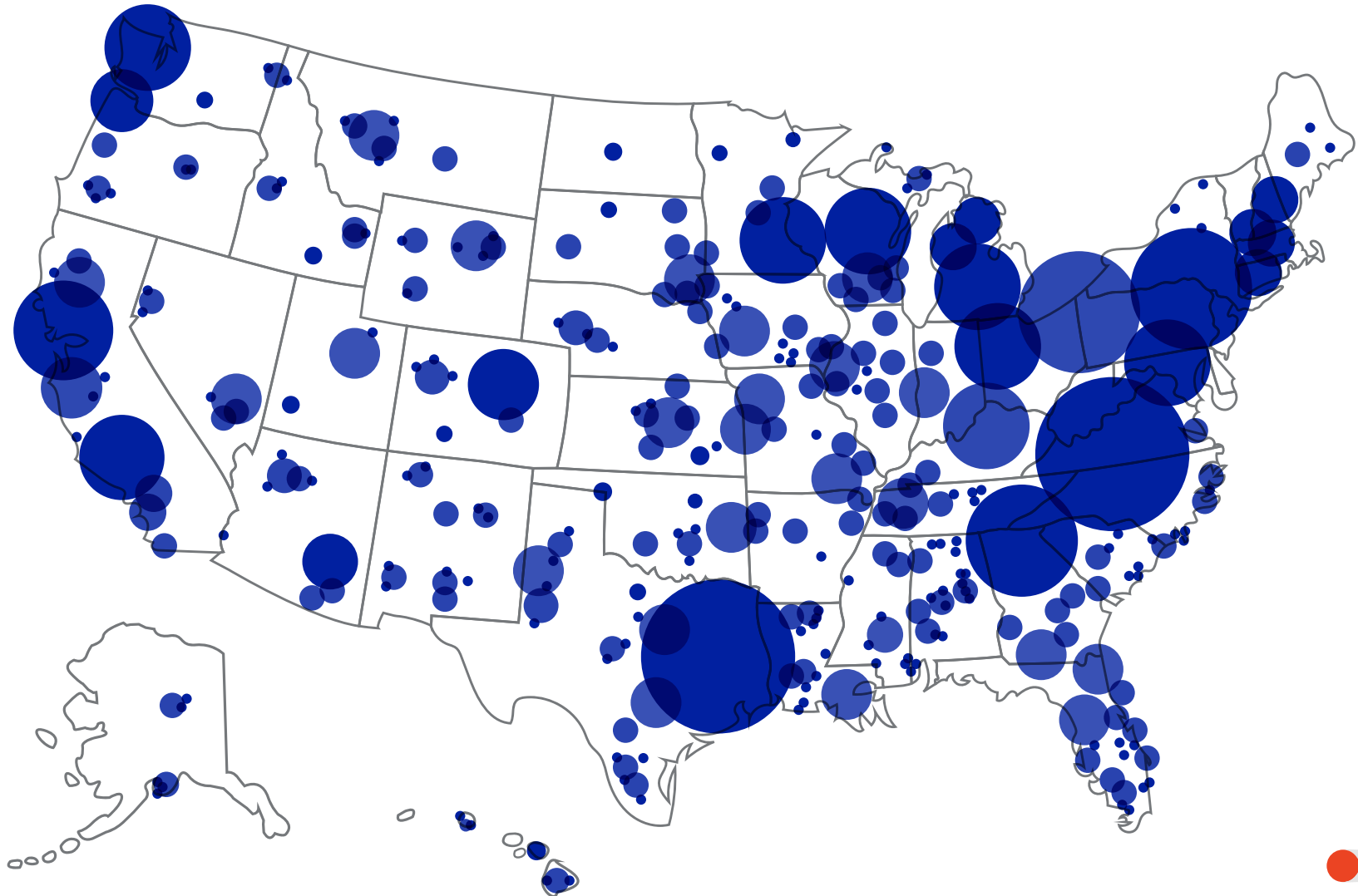


In a sea of potential problems, finding a solution to an unknown issue can feel like an overwhelming challenge. When time inevitably passes, you don't even know how or where to begin.

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 Thrive Pet Care

Thrive Pet Care is a national pet healthcare provider dedicated to helping pets through every stage of life. With over 450 locations Thrive Pet care was looking for a gas supply partner that could consolidate their existing gas spend and support their rapid growth initiative. Thrive Pet Care did not start out this large. Initially, with 100 locations, they were looking to standardize their gas supply and find a gas supply partner that could meet their growth needs.



GASpr™ Review

EspriGas Discoveries

Limited visibility into their overall gas program across multiple locations.

No centralized control or support for **450+** clinics and hospital locations nationwide.

Discovered several costly ghost rentals.

Challenges to gain control of their annual medical gas spend.

EspriGas Results

35%
annual cost savings through sourcing.

Reduced suppliers from **50+** suppliers **to 1**.

Reduced SKUs to **5** critical items that represent **95%** of spend.

Reduced annual invoices from **5000** to **64**.

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

Additional **13%** savings through optimization.



With the help of the **Diagnostic Review**, Thrive Pet Care was able to:

- Take advantage of their buying power.
- Rapidly onboard new acquisitions to medical gas program.
- Optimize bulk gas to support higher acuity hospitals.
- Support 450+ veterinary clinics and hospital locations nationwide.
- Establish benchmarks to monitor and compare clinic spend.
- Reduced SKUs to 5 critical items that represent 95% of spend.





Making the
Complex Simple.