

Savings for Non-Profit Continuing Care Retirement Community More Than \$258,000



Recently a large faith-based non-profit, multi-site continuing care retirement community (CCRC), headquartered in Southfield, MI, partnered with our consultants to help them discover much needed savings. The CCRC currently has 24 senior living communities including continuing care retirement communities (apartments, assisted living and skilled nursing all on one campus), subsidized senior housing and market rate senior housing. Our Detroit, MI and Dallas, TX based principals joint ventured on this successful engagement. By working closely with the client's staff and using procurement best practices such as: employing a competitive bid process, using our national group purchasing

contracts, and consolidating vendors where possible, we reviewed \$1,514,500 of annual spend and helped generate more than \$258,000 in annual cost savings from both incumbent and alternative suppliers. The bulk of the savings was delivered about eight weeks after the beginning of the engagement.

The most significant savings were realized in the following areas:

- \$67,500 savings on medical supplies
- \$47,153 savings on security guard services
- \$44,815 savings on grounds maintenance
- \$31,666 savings on office supplies



Vice President of Finance for the CCRC who was very pleased with the work, had this to say:

Your work has been diligent and complete. We couldn't be happier with your methodology and recommendations. We have observed firsthand the research you do as you examined our spending and interviewed key stakeholders prior to making any recommendations. The combination of using your rich database of discounted market pricing and subject matter experts have all worked together to save our organization significant costs.