



Expense Reduction Analysts

How ERA helps health care clients with financial “check-up”

Additional savings needed as cost-management pressures increase and government reimbursement rates decline.

Consultants with Expense Reduction Analysts (ERA) have extensive experience in the health care industry

Increasingly, industry experts with ERA are being asked to review expenses incurred by health care organizations. Our clients include hospitals and outpatient care facilities, physician practice groups, home health care services, nursing and other residential care facilities, diagnostic imaging centers and medical laboratories.

ERA Consultants have strong backgrounds in health care cost-management as well as diagnostic imaging technologies, medical devices, biotech, pharmaceuticals, ophthalmology, therapeutics and health benefits. Several hold Ph.D.s in medical-related disciplines and many are CPAs who worked in the health care field.

Some recent examples of successful health care cost reduction projects are:

- **Cut cleaning costs** for a growing Northeast health care provider by 25% for savings of \$275,000 a year.
- **Reduced general insurance and workers comp** by 29% (\$119,000 a year) and improved coverage for a nonprofit provider of mental health and substance abuse services.
- **Decreased expenses for medical supplies** 20%, saving \$225,000 annually for a cardiovascular physicians group.
- **Improved on GPO pricing for office supplies** for an acute care regional hospital network, saving 33%, or \$400,000, over a period of three years.
- **Reduced costs for offsite storage** of patient records by 60% (\$182,000) annually for a health care facility.
- **Saved payroll/HR administration costs** by 46.5%, or \$94,400 a year, for a hospice with 850 staff members.



ERA Consultants are able to help cut costs for a range of expenses common to the health care industry, such as:

Cleaning Services & Supplies
Employment Services (including Contract Nurses)
Food Services
Freight
Insurance
Medical Supplies
Merchant Card Fees
Office Supplies
Payroll/HR Admin (including PEOs)
Records & Information Management
Telecommunications
Uniforms & Linens
Waste Management

find extra profit

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