

Unity Care Northwest adds \$1M funding to its mission, thanks to ERA cost savings

The client

Unity Care Northwest is a federally qualified health center serving the Washington area.

The challenge

UCNW contacted ERA Group to explore opportunities to reduce costs and improve operating margins.

The solution

ERA's specialists utilized a holistic approach to evaluate all non-labor related expenses at the organization — identifying ten areas for potential savings. One such project evaluated UCNW's insurance broker relationships where ERA assisted the executive team with sourcing, vetting, and selecting new brokers for health insurance and general liability coverages. ERA's Insurance Specialists also conducted a full market review of all insurance coverages before submitting recommendations to the leadership team. Based on the options presented, UCNW elected to utilize both incumbent and new suppliers.

The result

UCNW realized \$390K in annual savings — resulting in \$1M saved on operating costs for the next 3 years.

“ I cannot overstate the impact of our engagement with ERA. It has not only reduced the heavy financial burden carried by our employees and their families, but it has also boosted Unity Care's efforts to improve employee recruitment and retention in a highly competitive labor market. In addition, my team has also benefited from ERA's shared industry knowledge, insights, and best practices. I highly recommend ERA to any organization looking for opportunities to improve their bottomline with a thoughtful, client-focused approach. ”

JODI JOYCE, CEO OF UNITY CARE NORTHWEST



Project Information

Health insurance	14.1%
Dental supplies	4.4%
Janitorial services	6.4%
IT Hardware	24.2%
Office supplies	19.3%
Medical supplies	15.1%
Insurance	17.3%

