

ERA optimizes One Community Health's costs as they continue providing optimal care

The client

One Community Health, in Sacramento, California, with a primary focus on serving people with HIV/AIDS.

The challenge

When the clinic underwent a leadership change, one of the new CEO's priorities was to improve operational efficiency and reached out to see if ERA could help. Having experienced ERA's services as a senior executive at another health center, the CEO knew the cost savings and added value ERA brings could be substantial.

The solution

After analyzing 11 cost categories, ERA specialists found seven categories where savings could be realized uncovering \$645,583 in annual savings. The remaining four categories were validated as already running optimally. By re-negotiating bundled services with the health center's reference lab provider, One Community Health will save over \$102,000 annually. The review process also helped identify an additional \$65,000 in billing credit savings. In addition, same-day prescription delivery services were shifted from the national incumbent to a qualified local courier service, resulting in service improvement and over \$110,000 in annual savings.

The result

With the realized savings and continuity of leadership, One Community Health will be able to redeploy funds and implement its strategy to further their mission and provide essential care to underserved members of the Sacramento community.

Total annual savings: **\$645,583**

Office & Janitorial supplies	\$38,050
Waste management	\$36,367
Small parcel delivery	\$120,253
Medical supplies	\$83,215
Telecommunications	\$11,726
Language translation	\$158,226
Reference lab services	\$187,160
Dental supplies	\$3,786
Staff services	\$6,800

“ Our work with ERA has allowed us to ensure we get the maximum value possible with every dollar spent.



The savings we've enjoyed have helped offset the cost of a recent organization-wide wage adjustment keeping us competitive in a challenging labor market. ”

MICHELLE MONROE, CEO, ONE COMMUNITY HEALTH

