

ERA Group helps Whatley Health Services find over \$400,000 in additional cash flow

The client

Whatley Health Services, Inc. is a private, nonprofit community health center whose mission is to provide primary health care services to the medically underserved residents of West Alabama.

The challenge

Whatley Health engaged ERA Group to analyze their supplier relationships and pricing structures.

The solution

ERA Group reviewed eight categories and negotiated with new and incumbent suppliers to reduce pricing arrangements for the client. Our specialists found that incumbent suppliers were more agreeable to find a solution for the client.

The result

After review, the client saved \$400,000 annually. The the additional cash flow will be utilized to better serve their patient population.



ERA worked hard on our behalf to secure the products and services we require at lower rates, both with our existing suppliers and with new suppliers. Our representatives were transparent, willing to answer all of our questions, and very easy to work with throughout the process.



ZACHARIAH CHISM, CHIEF FINANCIAL OFFICER,
WHATLEY HEALTH SERVICES

Annual savings: \$400,000

Medical, Dental, Pharma Supplies	13%
Office supplies	32%
Payroll processing	36%
Medical waste	70%
General waste	10%
Janitorial supplies & services	19%
Document storage	70%
Telecomm	88%

