



SUCCESS STORY

90 days, 61% savings, \$738k

Extreme savings identified in Managed Print Services on behalf of a regional healthcare provider in Maryland.



Situation

A regional healthcare provider in Maryland with four locations was looking to consolidate their suppliers from 3 to 1. They wanted a partner that would help them optimize their managed print services and improve their service levels.

Action

Conductiv utilized their Negotiate module to run an RFP process on behalf of the member. Conductiv reviewed the current state of their contract, defined the scope of the project, and then worked to find suppliers and ran supplier communications throughout the RFP process. Next Conductiv analyzed the bids that had been submitted in the RFP, collaborated with stakeholders, scheduled the various presentations of vendors, and ran negotiations throughout sourcing the category.

Outcomes

The negotiation uncovered 61% savings, which net to a potential of \$738k in annual savings in under 90 days. Additionally, the RFP process also improved the KPI's in their agreement. The resulting contract is optimized and will allow for the healthcare provider to continue to optimize their fleet over time.



About Conductiv

Companies today operate in an interconnected world, with a growing reliance on third-party services to help them achieve their goals and create uniquely wonderful consumer experiences. However, managing service provider ROI can be difficult to measure and control.

Conductiv provides the procurement intelligence and spend management expertise to help businesses contain costs and optimize supplier relationships. With dedicated solutions for supplier lifecycle management, supply chain leaders are transforming their organizations via market intelligence, data-driven clarity and accelerated contracting timelines to deliver margin growth, improved service level terms, and evidence-based justifications to make wiser purchasing decisions. Transform your business into a sourcing authority to shape, grow, and sustain your company's future.

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