

### Senior Care Provider Expands Partnership With ERA

Transparency, alignment and trust played a key role in the success of this partnership



#### Overview

Bethesda Health Group is a premier, non profit, St. Louis based provider of senior living services including independent and assisted living, skilled nursing and memory care, rehabilitation, therapy, hospice and home healthcare. They operate out of nine area facilities.

Bethesda Health Group was searching for a partner to compliment its capabilities and expertise in providing superior service to seniors. They were looking for a partner with expertise to deliver meaningful and sustainable funding by reducing overhead cost. They wanted a partner who could also provide expertise in the area of best practices, vendor selection and management that is **unique to each expense category.**

#### The ERA Difference

ERA is a partner who provides insight – solutions- integrity. The ERA process of discovery – analysis- recommendation – monitoring is viewed favorably and uniquely different.

Bethesda Health Group is able to leverage ERA resources and expertise across very diverse overhead expense categories to drive sustained improvements in pricing and vendor service. The company values ERA as a trusted advisor, expense category "specialist" and advocate.

#### Benefits to Bethesda Health Group

- Sustainable savings
- Limited impact on business operations
- Process simplification and standardization

#### Project Information

Expense:	Food Service
Annual Savings:	\$34,700
Overall Savings:	27.0%
Expense:	Hospice Pharmaceuticals
Annual Savings:	\$52,160
Overall Savings:	32.0%
Expense:	Office Supplies
Annual Savings:	\$15,500
Overall Savings:	18.0%
Expense:	Payroll
Annual Savings:	\$26,500
Overall Savings:	17.0%

*"Saving time, saving money, better service from vendors; ERA was instrumental in helping us achieve the trifecta! What company would not appreciate that?" Tim Vosse – CFO- Bethesda Health Group*

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