



# Waste Expense Management Case Study

## Healthcare Provider Realizes Thousands in Waste Savings Year Over Year

Industry: **Healthcare** Sites: **130**

### Overview:

Starting as a small provider of senior healthcare services, the business was focused on meeting patient needs with the highest level of care. That commitment led to the overall growth, increasing the number of patients and the demand for more facilities throughout the US. Recognizing that patient care was a top priority there was a pressing need to ensure the highest standard facilities, operating both efficiently and cost-effective. Building administrators depended on entrusted partners to manage vendors and site activities that did not lie within the teams area of expertise.

Healthcare facilities have varying waste streams that come with complex management processes. Waste haulers and local mandates can also complicate those processes when you are dealing with multiple vendors across regions and markets. Struggling to understand waste spend and its attributes quickly became an issue for the business. Waste hauler bills and processes were not centralized, therefore leaving finance teams in the dark until it was too late. Recovery of costs or disputing invoices would have taken more time and money. At the site level, a lack of process did not reveal the issues they were having with vendors in specific areas. Broken equipment and poor service levels posed a potential risk to employees, staff and the brand reputation as a whole.

# Cass Solution: Core Services Implemented



## Invoice Audit

Reduced waste costs by preventing overbilling and other financial discrepancies.



## Service Optimization

Cass manages contracts & status, flags locations with excessive ancillary spend for optimization



## Vendor Management

Cass consolidated management of contracts and spend via negotiation & facilitation of national agreements for both solid and waste medical spend.



## WasteVision Analytics

Visibility gained via waste analytics and a national provider portal. Waste data reports simplify decision making for key stakeholders.

## Results with Cass WEM:

**>\$684,000**

Medical Waste  
Savings TCV

**>\$540,000**

Solid Waste  
Savings TCV

**>150**

Activities  
Completed in 2020

## Value We Bring:

Cass delivers industry expertise, processing & purchasing power to execute critical financial transactions while driving greater control and efficiencies. We provide the strategic partnership your organization requires to maximize savings and support your organizations business and revenue goals.

## CONTACT US

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## Challenges:



AP  
Processes



Lack of  
Visibility



Decentralized  
Processes



Medical  
Waste