

## CASE STUDY

# Targeted Cost Reduction

### Client

An ACO that is also an academic medical center located in a large metropolitan area, with nearly 1,500 beds across several campuses. It currently serves patients throughout the New York tri-state region.

### Challenge

The client was facing budget cuts and sought Nexera's help to achieve incisive process improvements that would produce significant ACO cost reductions.

### Solution

Using careful line item budget and expense analyses, Nexera identified excess spend on products and services. Nexera conducted extensive tours and interviews with the client's employees and then identified operational inefficiencies in laundry cleaning operations, motor vehicle operations, nurse staffing, and blood management, expanding the scope of work accordingly.

### Results

Nexera established interdepartmental committees in linen & laundry and fleet/motor vehicles. Even after the conclusion of the Nexera engagement, these committees reported success discussing, compromising, and deciding on significant policy changes and process improvements that were necessary in order to achieve cost-reduction goals and attributed that success to the infrastructure Nexera helped put in place.

With the executive sponsor's approval, the client was able to find blood management product price savings and identified several policy improvements and process changes in linen & laundry, fleet/motor vehicle, and nurse staffing that increased efficiency and decreased unnecessary spending across the organization.