



CASE STUDY

PromptCare

PromptCare realizes 24% cost reduction annually through strategic sourcing

Overview

PromptCare was introduced to Treya Partners by its private equity investor, Waud Capital, a leading Chicago-based private equity firm. Waud and Treya have partnered on multiple strategic sourcing and procurement optimization initiatives for Waud portfolio companies.

The Challenge

PromptCare had recently acquired with ARJ Infusion and Treya Partners was engaged to ensure the company's enterprise-wide purchasing power was being fully leveraged. Spend was fragmented across the newly combined entity's spend base. A key objective was creating a path to a single supplier for both IT Managed Services and Telecom. Treya was tasked with creating procurement cost savings for PromptCare while ensuring that both legacy PromptCare's and ARJ Infusion's business needs were fully met.

About PromptCare

PromptCare, founded in 1985 and headquartered in New Providence, New Jersey, is a leading regional provider of specialty respiratory products and infusion therapy services. Today, PromptCare is one of the nation's largest providers of home ventilator therapy and specialty infusion therapies, servicing over 10,000 patients in the home.

The Outcome & Results

\$1M / 24%

total project savings

The Process & Solution

Treya utilized a mix of competitive bidding processes, incumbent supplier negotiations, and Group Purchasing Agreements to create cost savings for PromptCare. Treya worked closely with PromptCare stakeholders to understand business requirements and developed savings creation strategies in close collaboration with them. Stakeholder involvement throughout the process ensured that new suppliers – when chosen – were the right fit for the organization.

About Treya Partners

Treya Partners has been a leading provider of procurement improvement services across the public and private sectors since 2006. Clients served include over 50 private equity funds, 15 state governments, and multiple institutions of higher education.

treypartners.com

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Treya Partners has been a fantastic resource pre- and post- acquisition to appropriately size company-wide cost saving initiatives. Their team worked as an extension of our own internal team to drive savings for the organization. They also ensured there was internal buy-in before moving ahead with any new vendor.

- Teran Heir -
Chief of Staff, PromptCare

The Outcome & Results

Overall, the Treya led strategic sourcing project created **\$1.1M (24% savings on an addressable project baseline of \$4.5M)** in annual recurring savings for Prompt Care. Notably, the IT Managed Services workstream was a major success - after Treya led a competitive bidding process for IT Managed Services, PromptCare ultimately selected Allegiant, whose proposal provided **43%** or **\$570K** in annual savings. Treya's collaborative and data driven approach addressed over 7 spend categories.

Project Savings

