SpyGlass

CASE STUDY

Alliant Management Services + SpyGlass = Tech Service Savings Support for Rural Hospitals' Sustainable Future

SpyGlass's proven SnapShot Audit® optimizes Alliant's partner hospitals' tech resources

ABOUT THE CLIENT

Alliant Management Services, headquartered in Louisville, Kentucky has focused on helping rural hospitals identify and achieve sustainable business models since 1978. Serving facilities throughout the U.S., Alliant's skill sets and expertise have evolved to serve rural hospital management's growing needs by providing clinical, operational, financial, supply chain, and strategic skills.

To further elevate resources and clarify small hospitals' increasingly complex business equation, Alliant partners with trusted technology management solutions advisors **SpyGlass** to uncover unnecessary technology service spending to optimize resources.

THE CHALLENGES

In addition to rising healthcare expenditures due to inflationary impact, small rural hospitals face unique challenges when it comes to technology service expenses. From electronic health record (EHR) systems compliance, telemedicine equipment and services, cybersecurity, and IT staffing, the costs of technology are a growing issue.

As Alliant's Chief Operating Officer, David Bowling directs the management company's path to provide a wide range of guidance for its partner hospitals, including not only that the right technologies are in place, but are also being utilized to capacity.

To provide the best telecom expense solutions for the future, Bowling connected five of Alliant's partner hospitals with the SpyGlass team of trusted technology expense management (TEM) advisors to identify costs, including:

- Overlooked charges on accounts
- Unnecessary phone lines
- Unknown changes in pricing and services
- Listing charges

THE STRATEGY

SpyGlass's proven SnapShot Audit experts analyzed the five Alliant partner hospitals' telecom and technology expenses, assessing several different areas:

- Unused landlines
- Excessive landline pricing
- Unused mobility devices
- Excessive data pricing
- Redundant services

Our Technology Expense Management Solution:

SpyGlass SnapShot Audit

ANALYZE
Tech service costs across voice, data, internet, cloud services, SaaS license and mobility

IDENTIFY
Savings recommendations for streamlined services

OPTIMIZE
Existing services by implementing approved recommendation for savings

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THE RESULTS

After a highly-comprehensive Snapshot Audit, the five Alliant partner hospitals were not only able to cut down on unnecessary tech service expenses, they realized savings that provided future technology investment support.

"Finding ways to continue to save on technology spending to help maintain the highest quality patient care and strengthen a hospital's financial position is our ongoing focus," stated Bowling. "Anywhere we can ensure efficiencies are in place helps support and deliver high-quality outcomes."

205

Individual Savings Recommendations

$109k+

Total Savings Opportunities

$28k+

Annual Cost Reduction Savings

"We need to ensure backstops are in place to support the technology needed to protect the hospital's patients, the hospital itself, and the patients' records — these are technology expense management challenges we're facing with the advancement and introduction of new technologies. Our partner hospitals were surprised and certainly encouraged to see the savings from a SnapShot Audit and proactively react to the outcomes."

- David Bowling
Chief Operating Officer, Alliant Management Services, Louisville, Kentucky

ABOUT SPYGLASS

SpyGlass is a leading provider of telecom and technology expense management (TEM) audits and collaborative premier procurement to 16,000+ clients throughout the U.S. and Canada. By collaborating with virtually every type of industry, we serve as trusted technology advisors to deliver powerful savings and strategic sourcing.

CONTACT US

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