

# Reaching The Next Level Utility Costs

## Uncovering Hidden Assets Within Your Facility's Utility Accounts



GNYHA Services, Inc. is committed to bringing its members the very best in innovative, effective cost-

combined with its proprietary advanced information technology enables you to receive optimal audit services with minimal involvement by facility staff.

As an additional enhancement to the value proposition, GNYHA members benefit from a reduced amount of time during

containment strategies. Our latest regional contract offering is with **UtiliSave, LLC**, to provide professional utility bill audits and reap savings from a wide array of otherwise untapped sources. Utilisave has already yielded significant results for many of our New York area hospitals and health care facilities, and this contract promises to bring an already successful program to a much wider audience.

UtiliSave provides intensive billing and rate audits for *electric, gas, water/sewer, oil, steam, and telecommunications* accounts on a contingency fee basis. Utilisave has assembled a uniquely qualified team of industry experts—former utility and government officials, auditors, analysts, engineers, and management information system professionals—whose collective knowledge, experience, and pursuit of new programs, tariff opportunities, and refunds have resulted in significant savings. The refunds, savings, and credits they have obtained on behalf of their clients total *tens of millions of dollars*.

Historically, UtiliSave has saved hospitals 3–30% on overall utility operating expenses. “Many of our clients are GNYHA members, so it made sense to speak with Al LoBiondo, Senior Vice President of the GNYHA Services Group Purchasing Program, and develop a contractual relationship that could offer our expertise to the entire GNYHA membership,” said Michael Steifman, UtiliSave’s Founder and Chief Executive Officer. “Since we perform audits on a contingency fee basis, it’s an ideal situation. There are no out-of-pocket expenses to the hospitals at all; they only pay a percentage of funds we recover,” he noted.



“Looking at UtiliSave’s impressive track record, we believe any of our members who engages their services will benefit greatly,” said Alfred J. LoBiondo. “Over the past eight years, UtiliSave has saved millions of dollars for dozens of hospitals. In this economic climate where hospitals are struggling to find additional funding sources, UtiliSave’s services can really make a difference and put significant funds back

into a hospital’s budget,” he added. Monies recovered may be in the form of refunds, credits, and future savings in the form of reduced utility expense.

A number of GNYHA members are already utilizing UtiliSave’s expertise and saving significant dollars for their institutions. The table above reflects total actual savings identified to date by Utilisave with hospital and health care clients, categorized by bed size.

UtiliSave’s professional staff includes legal experts, past high-ranking utility and governmental officials, analysts, auditors, and rate specialists who are fully versed in all facets of ever-changing utility tariffs and rate options. UtiliSave’s professional experience

### UtiliSave Savings: Health Care

Type of Client <sup>a</sup>	Utility Savings Realized (\$)			
	Electric/Gas	Water/Sewer	Telecom	Total to Date <sup>b</sup>
<b>249 beds or fewer</b>				
A	\$300,000	\$45,000	\$550,000	\$895,000+
B	\$50,000	n/a	n/a	\$50,000+
C	\$25,000	n/a	\$50,000	\$75,000+
<b>250–499 beds</b>				
D	\$400,000	n/a	n/a	\$620,000+
E	\$400,000	\$40,000	n/a	\$440,000+
F	\$35,000	\$100,000	\$300,000	\$135,000+
G	\$140,000	\$35,000	\$300,000	\$475,000+
H	\$80,000	n/a	\$30,000	\$110,000+
<b>500–749 beds</b>				
I	\$650,000	\$270,000	\$2 million	\$2,920,000+
<b>750+ beds</b>				
J	\$1 million	\$400,000	n/a	\$1,400,000+
K	\$1.1 million	\$230,000	\$270,000	\$1,600,000+

Note: n/a = not applicable.

<sup>a</sup>Actual names of facilities are not provided here.

<sup>b</sup>Audits ongoing, further savings expected.

which a fee is paid to Utilisave in the form of a percentage of savings identified. Instead of the normal 48-month term, GNYHA members pay this fee for only 36 months, representing a 25% savings.

For additional information, contact Fred Tavani, Regional Director, GNYHA Services, at (212) 259-0759 or [tavani@gnyha.org](mailto:tavani@gnyha.org), or call UtiliSave direct at (914) 235-5000, extension 210.

### Creative Cost Containment continued from page one

laboratories. In fact, Vanguard’s products must meet all requirements that apply to the original manufacturer, per FDA regulations.

GNYHA Services, Inc. has extensively reviewed the clinical, ethical, financial, and legal issues involved with SUD reprocessing, and has chosen Vanguard Medical Concepts as the sole source provider for these services to our membership. This two-year agreement with Vanguard involves the reprocessing of opened but unused items, and reprocessing an array of items that have been classified by the FDA based on the degree of criticality/complexity. GNYHA urges all members to seriously consider the significant savings they may realize by implementing this program, and to actively involve representatives from administration, infection control, medicine, nursing, and risk management to consider an appropriate implementation strategy.

For more information or to arrange a meeting with Vanguard, please call Fred Tavani, GNYHA Regional Manager, Supply Chain Services, at (212) 259-0759.