

# Healthcare Analytics Firm Saves Real Dollars in Data Hosting Expense

**Client** Dynamic Health Strategies

**Added Value** The end result was a 29% decrease for a savings of over \$218,000 over the life of the three year contract.

**Sector** Healthcare - Data Management

## Dynamic Health Strategies and ERA partner to improve profitability

Dynamic Health Strategies is all about finding solution to healthcare challenges and maximizing the value of healthcare initiatives.

The Houston, Texas based firm provides comprehensive data management, analytics and reporting services to self-funded group health plans, workers compensation and wellness programs, health plans, provider organizations state reporting entities and pharmaceutical firms ([www.HealthSpectives.com](http://www.HealthSpectives.com)).

### MAKING THE RIGHT DECISION FOR CRITICAL IT SERVICES

Expense Reduction Analysts (ERA) teamed up with Dynamic Health Strategies with a common goal of discovering cost reducing opportunities in the area of Information Technology hosting and off-site co-location of their servers.

“We wanted to ensure that we were an opportunity to improve profitability.” – Malek Bohsali, CFO

In the past Dynamic Health Strategies had negotiated these contracts with vendors with good results.

ERA evaluated Dynamic Health Strategies IT managed collocation needs, analyzed the expense and identified cost savings. Through the use of benchmark data and expertise, ERA was able to negotiate a new contract with the incumbent vendor for Dynamic Health Strategies. The end result was a 29% decrease for a savings of over \$218,000 over the life of the three year contract.



### PROJECT INFORMATION

<b>Expense:</b>	\$748,000 over 3 yrs.
<b>Industry:</b>	Health Care Analytics
<b>Hidden Savings:</b>	\$218,628 over 3 yrs.
<b>Supplier:</b>	Incumbent
<b>Savings:</b>	29%

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My team and I spent little time on this project and realized fantastic results.

MALEK BOHSALI, CFO  
DYNAMIC HEALTH STRATEGIES

