



## **Waste Case Study Longmont Clinic, Colorado**

### **Who:**

Longmont Clinic is located in Longmont, CO. Longmont Clinic has over 50 providers (physicians, physician assistants, and nurse practitioners), an urgent care department, full laboratory, and radiology department. Longmont Clinic was under contract with a national bio-hazard waste vendor and a local solid waste vendor. They were suspicious that they were paying too much for these services under their auto-renewal contracts.

### **What we did:**

Tryon Clear View Group (TCVG) obtained copies of current invoices and existing contracts to do an in depth analysis of determining any billing errors, evaluating contract compliance, and finding opportunities for better pricing. Once the information was gathered and the analysis was completed, TCVG presented our findings and recommendations to Longmont Clinic for their approval of specific actions to be taken.

### **Here's what we found:**

**Bio-Hazard Waste:** The current bio-hazard waste vendor's contract was an auto renewal contract with no limits on annual price increases. Vendor auto renew contracts had Longmont Clinic paying well over double the original contracted rates and far above industry norms. When TCVG confronted the existing bio-hazard waste vendor, they quickly offered much lower competitive rates and a cap on annual price increases. TCVG also found a competitor who offered slightly higher but still competitive rates with a similar price increase cap. Longmont Clinic chose to go with the competitor because of the current provider's untrustworthy history. TCVG's auditor worked with Longmont Clinic to help them get out from under their old provider's contract freeing them to make the change.

**Solid Waste:** TCVG found a competitor that offered lower rates than the local current provider. When presented the competitive rates, the current provider matched those rates so Longmont Clinic chose to keep their current provider with the better terms.

### **End Result: 60% Cost Reduction saving \$41,000 annually**

**Bio-Hazard Waste:** Percentage Savings: 60%

**Solid Waste:** Percentage Savings: 15%

**Combined Savings:** Percentage Savings: 51%