



St. Paul's

- 1 Facility Located in Greenville, PA
- 425 Senior Residents
- www.lifeatstpauls.org

Results

- 33% annual waste removal and recycling expense reductions.
- \$26,000 in provider refunds due to billing errors.
- Edge Insights continues to monitor St. Paul's waste removal and recycling expenses to ensure provider contract adherence, billing accuracy, and proper implementation of approved recommendations.

Contact Edge Insights

phone 800-238-6753

email Savings_Info@edgeinsights.com

online www.edgeinsights.com

St. Paul's Realizes 33% Savings on Waste Expenses and Receives \$26,000 in Refunds

The Client

St. Paul's, a continuing care community located in Greenville, PA, is home to more than 425 seniors. Independent living, aging-in-place apartments, nursing care and home-based services make up the bulk of the services provided. St. Paul's mission is to provide meaning and richness to the life of each resident. It's vision is to create a sense of belonging and purpose by providing a place to call home for those who choose to become part of its family.

The Background

Edge Insights previously performed an energy and telecom analysis for St. Paul's, which resulted in substantial savings and refunds. St. Paul's then engaged Edge Insights to review all waste streams, including medical waste and recycling opportunities. St. Paul's had never been approached with this type of contingency fee based waste audit offering and it was confident Edge Insights would deliver value as it had in the past.

The Solution

Edge Insights performed a detailed review of St. Paul's solid waste, medical waste, and recycling expenses which included a forensic bill analysis, a provider contract audit, a competitive market analysis and an on-site survey to assess the entire waste process. The analysis uncovered significant billing errors with numerous vendors. Once St. Paul's approved Edge Insights' recommendations, Edge Insights went to work behind the scenes to implement the savings opportunities and obtain appropriate refunds. Through Edge Insights' efforts, St. Paul's will save 33% on waste and recycling expenses annually and will receive \$26,000 in refunds.

"As a non-profit organization, it is very important that we constantly monitor and evaluate cost saving opportunities all while continuing to provide our residents with the level of care they deserve. Edge Insights' services have proven to benefit St. Paul's in the past, so having them perform a waste analysis seemed like a logical decision. We were impressed at the level of detail that Edge Insights provided and how deep they were willing to dig to uncover all of the billing errors. Without Edge Insights' expertise of the waste market, we may have never discovered these erroneous billings and refund opportunities. Edge Insights has been and will continue to be a strong and valued partner for us."

Chris Wright, Chief Financial Officer
St. Paul's