SPECIALTYUNDERWRITERS

Maximizing Cost Savings: Equipment Maintenance Strategy



AT A GLANCE



Operating Budget

\$2 Billion



Research Expenditures:

• \$825 Million



Customer Since

• 2012

KEY METRICS



\$14,530,796
DEM Service Contract Cost



\$11,134,541SU Service Contract Cost



\$3,396,255
Total Savings

BENEFITS



Guarnteed Discounts

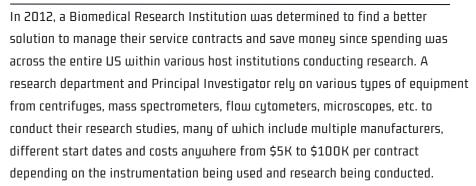


Asset Management



One Point of Contact

CHALLENGES



SOLUTION



Through a formal quote process, SU was selected as the supplier to partner with the Research Institution for a Consolidated Equipment Maintenance Management Program. After a successful on-site implementation and tagging of all equipment, the institution saved \$452K in the first year of the program. Additionally, SU's program provided:

- One Point of Contact for all Service Requests, for each buying entity and one PO per PI/Lab providing soft dollar and administrative savings
- Asset Management and monitoring of the entire service delivery process

RESULTS



Since inception of the program, SU has saved this Biomedical Research Facility over \$3.3 million dollars, have consolidate hundreds of pieces of critical research equipment and managed thousands of service calls. The cost savings and consolidation has freed up investigators time to focus on their research.

"Our institute has saved over \$1M over a 3-year period (24% off) at 48 locations. Our folks have received the same level of coverage with SU that they would have received if they had gone to the OEM, but at a significant cost savings. SU personnel have always been professional and very helpful to me when I needed assistance. I was assigned the SU contract as part of my duties and their staff proved to be such a great help to me."

-Procurement Buyer

GET IN TOUCH

800.558.9910

414.281.1100





9667 S. 20th Street

Oak Creek, WI 53154