



Cost, Consolidation, & Control

# 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
- \$11,134,541**  
SU Service Contract Cost
- \$3,396,255**  
Total Savings

## BENEFITS

- Guaranteed Discounts**
- Asset Management**
- One Point of Contact**

## CHALLENGES

In 2012, a Biomedical Research Institution was determined to find a better solution to manage their service contracts and save money since spending was across the entire US within various host institutions conducting research. A research department and Principal Investigator rely on various types of equipment from centrifuges, mass spectrometers, flow cytometers, microscopes, etc. to conduct their research studies, many of which include multiple manufacturers, different start dates and costs anywhere from \$5K to \$100K per contract depending on the instrumentation being used and research being conducted.

## 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



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