

## Senior Living Case Study

### About the RS Client

The Senior Living client has two locations in the eastern US that enrolled in the Refuse Specialists (RS) program in March of 2019. At the time of enrollment, there was an existing hauler agreement in place until March of 2020. RS identified an opportunity to reduce the rates with the existing hauler right away or wait until the existing hauler contract expired and transition to a different hauler with much more substantial savings.

RS coordinated several calls between the potential new waste hauler and the RS client to discuss equipment requirements, servicing hours and customer service expectations. The client then approved the hauler change after the existing contract expired and RS coordinated the new equipment install and services transition to the new vendor

### Program Summary:

- RS works on a Savings Share model where its compensation is only based on realized savings negotiated by RS.
- RS negotiated new rates and hauler contract terms for the client's two locations that became effective March of 2020.
- As of July 2020, the program has generated 26.29% in Net Savings for the member (after RS' fee)
- RS' ProRefuse software identified and corrected billing errors on 6 of the 31 hauler invoices processed to date
- 19% of the invoices had billing errors amounting to \$5,694.23 in overcharges which were corrected by the RS Trash Team.

### Savings Summary:

	Old Cost	New Cost	RS Savings		Net Savings		Invoices Audited	Errors Found#	Errors Found\$
			Share	Total Cost	Net Savings	%			
Grand Total	\$70,537.46	\$37,506.61	\$15,172.23	\$52,678.84	\$18,543.84	26.29%	31	6	\$5,694.23