

Senior Living Case Study

About the Vector97 Client

The Senior Living client has two locations in the eastern US that enrolled in the Vector97 (V97) program in March of 2019. At the time of enrollment, there was an existing hauler agreement in place until March of 2020. V97 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.

V97 coordinated several calls between the potential new waste hauler and the V97 client to discuss equipment requirements, servicing hours and customer service expectations. The client then approved the hauler change after the existing contract expired and V97 coordinated the new equipment install and services transition to the new vendor

Program Summary:

- V97 works on a Savings Share model where its compensation is only based on realized savings negotiated by RS.
- V97 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 V97's fee)
- V97's 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 V97 Trash Team.

Savings Summary:

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