

## Cost Optimisation - Case Study

Established in 1989 and based in Horam, Magpies Dental practice has gained a strong reputation for high quality, modern dentistry and our top levels of customer service.



***"We are very proud of our team at Magpies Dental, all of whom are committed to offering our patients the best possible care"***

Astute Procurement (APS) **"Cost Optimisation"** is simple, one of the easiest ways to reduce costs and generate greater profits. That is what APS do, systematically, thoroughly and professionally, but with effective resolutions supported by knowledge of the world of supplies, prices and suppliers to which few have access.

In our experience, up to 20% of company profits will be spent on inefficient practices, excessive supplier charges or failure to renegotiate supplier contracts when appropriate. Often this

situation is due to the fact that budget holders are focused on the growth and development of their businesses and have not the time or opportunity to deal with efficiency reviews, management of costs or reduction of overheads.

***"Our initial audit is complementary"***

### ***Magpies***

"APS have also recommended savings on a number of our business costs the majority of these providing savings circa of 20% i.e. Stationery, Electricity Contract and IT support.

As an example we have always banked with Barclays and use Barclaycard Merchant services from the onset, so you can imagine how surprised we were when APS reviewed our merchant services cost as part of their overall review of our cost, and found that we could save over 40% on our current bill.

I was quite annoyed to find that we were being fined for non PCI compliance despite the fact that I paid a fee every year which I understood was to cover this.

Our APS account manager gave us a full written review of his findings and completed the application on the same day. 3 days later he returned and commissioned our terminal for free!

He explained how we could dispose of the existing telephone line by connecting the terminal to our broadband network. Along with how this would also speed up the processing time.

He returned to set up the terminal which arrived 48 hours after the bank approved our application.

In our experience the minimal time spent has paid dividends to our business and we would have no hesitation recommending or providing a reference for Astute Procurement Solutions (APS)"

Principal Dentist - Julie Langdon BDS (Lon)

For further information please visit <http://www.apsconsulting.net/contact-us.html>

Or Call 0844 264 6411