

Leverage The Prelude Contract Framework Process for EXPERTISE!



How a Healthcare Organization Leveraged Prelude's Client Side Expertise to Maximize Cost Savings and Efficiency.

The Story

The CIO of a 26 location healthcare provider received a network renewal via DocuSign totaling \$52,000 per month, with seven different term end dates ranging from three to five years. With limited time and visibility, the renewal was expected to move forward as is.

When Prelude engaged, the provider confirmed that no one had questioned the pricing or terms and the plan was to renew under the same conditions.



CIO



The Prelude team reads invoices and contracts as easily as I read See Spot Run to my granddaughter. Their expertise made all the difference.

→ Why It Mattered

The provider was relying on the client's loyalty and limited visibility to maintain the status quo. Prelude brought independent network, vendor, and contract expertise, advocating solely for the client to achieve results they did not think were possible.

→ The Outcome

- 35% reduction in cost (\$34,000 per month).
- Two-year term instead of three to five years.
- All contracts coterminous (reduced from seven different end dates).
- Increased last mile redundancy,
- Secondary network with 10x the bandwidth at a 25% lower cost.

BOOK A QUICK CALL



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