

CASE STUDY

BEACON⁺

+ *Midland Orthodontics*

Benefit through reduced costs, workload and *expert advice*



"We have worked with Beaconplus since 2009 and have benefited from their expertise in negotiating contracts with telecommunications and utility suppliers. It's great to hand over this chore to someone else and they have negotiated much better discounts than we would have managed on our own. I would have no reservation in recommending Beaconplus and their professional, friendly team."

Stephanie Shore
Director



Midland Orthodontics

The Company

Midland Orthodontics are committed to excellence in orthodontic treatment, teeth straightening and patient care in a very friendly environment. It was the owners' ambition to have a 'state-of-the-art' practice, in which they can help to give their patients the very best care available, and their purpose built site has created a warm and happy atmosphere, that ensures a relaxed experience for everyone.

The issues

As an extremely successful and busy practice, there was not the time nor the expertise to manage all the telecommunications and utilities services in-house, and as a result Midland Orthodontics' accountants believed that they were potentially paying more for their services than they needed to. The accountants therefore recommended their client contacting Beaconplus to arrange a review of all their services and costs.

What we did

We performed a detailed initial review of all their telecommunications and energy services, tariffs and contracts.

We identified a number of savings opportunities and submitted our proposed savings recommendations, along with newly negotiated supplier contracts, for approval.

Following the approval, we implemented new tariffs and contracts for their telecommunications services (calls, lines, broadband and telephone system maintenance) and their electricity supply at the earliest opportunities.

We checked all of their ongoing invoices for telecoms and utilities and resolved any issues directly with the suppliers.

We performed a detailed analysis of their historic water usage and charges, and when we compared these with similar clients of ours, we suspected either a faulty water meter or a potential water leak. After further investigations, a couple of underground water leaks that had existed for a long time were confirmed.

The result

We have achieved average annual savings of approximately £2,000 (35%) across the various telecommunications services and the electricity supply, since we started working with Midland Orthodontics.

Additionally, we negotiated a one-off credit with the water supplier of £2,300 relating to the identified water leaks, and the ongoing saving in water costs as a result of fixing these leaks is approximately £6,000 per annum. Also, structural damage to the premises and disruption to the business were avoided as a result of detecting and repairing these leaks, before these became a serious issue.



CONTROLLING THE COST OF BEING IN BUSINESS

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