



# Recovery centers improve with hidden savings of \$119,000 in insurance costs

## Care Plus NJ realizes a combined \$33,000 in several other expenses

### ERA has experts in many cost categories

One of the advantages of working with Expense Reduction Analysts (ERA) is the breadth and depth of expertise of the Consultants in the U.S. network. ERA Consultants call upon knowledgeable colleagues to help identify savings for clients in a myriad of expense categories common to most organizations.

Our client, Care Plus NJ, Inc., is a nonprofit provider of mental health and substance abuse services in New Jersey. It serves the needs of children, adults and families through its outpatient centers, residential facilities and community offices – despite rising care costs, reduced funding and state budget cuts.

### All savings were with incumbent suppliers

ERA Consultants with underwriting and risk management experience restructured Care Plus NJ’s general insurance and workers comp to benefit the client (not the insurance company), improving coverage while reducing premiums.

Other ERA Consultants found additional savings for Care Plus NJ in office supplies, employment services (payroll processing) and telecommunications.

**“We engaged ERA due to their best-in-class expertise, independence, objectivity and no savings-no fee pricing structure. We were not disappointed. We achieved measurable, sustained savings in several expense areas.”**

*David Ofshinsky, CFO, Care Plus NJ*



### Project Information - Healthcare Provider

Expenses:	<b>General Insurance &amp; Workers Comp</b>
Hidden Savings:	<b>\$119,000</b>
Brokers:	<b>Incumbents</b>
Savings:	<b>29%</b>
Expenses:	<b>Office Supplies &amp; Payroll Processing</b>
Hidden Savings:	<b>\$15,000</b>
Suppliers:	<b>Incumbents</b>
Savings:	<b>10%</b>
Expense:	<b>Telecommunications</b>
Supplier:	<b>Incumbent</b>
Hidden Savings:	<b>\$18,000 including credits</b>

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