



# Large Health Insurance Company: Equipment Procurement & Staffing Solutions

## COMPANY OVERVIEW

### Industry

Insurance/Healthcare

### Employees

20,000+

### Annual Revenue

\$25+ Billion

### Pomeroy Solutions

- Staffing
- Hardware
- Printers
- Routers & Switches
- Servers

### Company Profile

Our Client is one of the largest health benefits companies in the U.S. with more than 8 million members. They offer insurance plans for individuals, government programs, as well as companies needing plans for their employees. The Client is known for its initiatives to work with companies to reduce healthcare costs by offering incentives or healthy behavior on the part of employees covered by group health insurance. The Client also provides more than half a million prescriptions each year through their prescription home delivery service..

### Business Situation

The Client has more than 20,000 end users to support with a wide variety of business needs and daily IT requirements. PCs serve as integral tool in accomplishing daily tasks and reliability and critical “up time” is very important. Additionally, the network infrastructure for end users and the Client’s customers is also a critical factor to the success of their daily operations and business functions.

### Solution

For more than 15 years, Pomeroy IT Solutions has been this Client’s “go-to” partner for procurement services of desktops, laptops, monitors, printers, routers and switches, and high-end servers. Pomeroy also works closely with select original equipment manufacturers (OEM) partners to ensure the right product, at the right price and at the right time is available. This includes pre-sales technical discussions, configuring and quoting products and providing comparative data for product options.

Additionally, Pomeroy has provided staff augmentation for both short term and long term IT projects. The Client relies on Pomeroy to provide timely, qualified, screened candidates that will meet and exceed expectations. These staffing requirements have included PC support, application development and project management.

Pomeroy supports the Client with an account team that consists of an account manager, inside sales representative, and a services manager. Pomeroy’s dedicated inside sales rep has supported this account for the last 14 years and the expertise and knowledge the inside rep brings is highly valued and acknowledged by the company. Efficiency, reliability, product knowledge and awareness and integration into the Client’s culture are strengths executed daily.

### Customer Benefits

Pomeroy provides the Client with competitive and aggressive pricing for all products and services, keeping their IT costs in control. By centralizing their procurement, they have also received the added benefit of consistent and reliable customer service as well as a single point of contact. Pomeroy works closely with the Client, recommending solutions that meet business requirements and budgets to keep them competitive in the marketplace.

### Contact Us for More Information