



Leasing Options for Managed Healthcare Company

COMPANY OVERVIEW

Industry
Healthcare

Members
700,000

2008 Revenue
\$1.9 Billion

Pomeroy Solutions
➤ Leasing option for
desktops, laptops,
monitors, network and
storage equipment

Company Profile

Our client is one of the largest non-profit public-sector managed healthcare provider in the country with 700,000 members and \$1.9 billion in revenue in 2008. Their goal is not only to provide healthcare to their members, but offer educational services and provide more holistic approaches to healthcare today.

Business Situation

Due to regulatory considerations, the Client is required to keep a certain amount of capital in reserves to manage the needs of their members. As a result, a large outlay of cash to purchase IT services and equipment was a difficult task and they needed different financial options to keep operations running smoothly within their budgetary guidelines.

Solution

Pomeroy IT Solutions completed an assessment of the Client's requirements, worked with our technology partners and financial service providers, to develop a leasing option for the Client that met their regulatory requirements and kept within their budget.

The Client leases more than 1,000 desktops, laptops, and monitors as well as extensive network and storage equipment to support their employees. They are on a three-year cycle to receive new equipment which keeps them up to date on the newest technology and equipment.

Pomeroy also provides the Client with all imaging, asset tracking, and decommission of assets including Department of Defense-level wiping of systems. We manage the logistics throughout the entire lifecycle process so our client can focus on their business.

Customer Benefits

Through the leasing program designed for our Client, Pomeroy was able to increase the Client's cash flow while meeting their industry's regulatory requirements. The leasing option allowed them to manage the total cost of ownership of their IT equipment, provide upgrades in a reasonable timeframe, and offer flexibility as their business environment changed.