



Healthcare

Case Study: HCA

Helping healthcare corporations cut costs across the USA

Challenge

HCA operates 162 hospitals and 113 freestanding surgery centers in 20 U.S. states and England. They are the nation's leading provider of healthcare services. Committed to the care and improvement of human life, HCA strives to deliver high quality, cost effective healthcare to their patients. In order to achieve this goal, HCA's facilities needed a scalable solution which could handle increased network demands, while keeping costs in check. With so many locations, HCA need a distributor partner who could consolidate and simplify the purchasing process across their 192 hospitals and 400 specialty clinics. HCA required a distributor partner with both a wide array of product offerings and the logistical capabilities to ensure each project was completed on time and under budget.

Solution

With Accu-Tech's extensive nationwide inventory and trained logistics staff, Accu-Tech proved to be the right solution for HCA's needs. Accu-Tech identified areas for network improvement and deployed upgrades across HCA's many facilities. Additionally, Accu-Tech conducted facility walkthroughs to identify areas needing wireless access points enhancements-- forty hospitals will receive wireless access point upgrades to ensure reliable coverage to staff. Accu-Tech and its manufacturer partners coordinated delivery schedules to ensure material arrived on time and in accordance with the rollout roadmap. Delivery schedules were conducted in a 'leapfrog' manner with one delivery per week to ensure minimal impact on staff and patient's daily activities. In conjunction with these improvements, Accu-Tech is deploying a cabling rollout for VOIP system upgrades in twenty-nine hospitals throughout the year. Accu-Tech simplified this upgrade by identifying a solution which met HCA's needs while coordinating with the contractor who would oversee the installation process. HCA has been pleased with these ongoing projects saying, "Accu-Tech provided excellent performance through their communication, construction knowledge, project management, and logistic skill."

Result

Accu-Tech has acted as the distributor partner to HCA for six years, helping them to seamlessly manage projects across multiple facilities throughout the U.S. Utilizing Accu-Tech's expert sales team, 35 conveniently located stocking locations and highly trained logistics staff, proved successful in managing these projects from design to implementation. The enhancements to their phone systems and wireless access points provided improved patient care, minimized system downtime and enabled a scalable HIPAA compliant network solution, while allowing HCA to focus on their commitment to provide the best care to their patients.

Executive Summary

Challenge

HCA needed a vendor distributor with a vast array of capabilities and product offerings.

Solution

Accu-Tech identified areas for network improvement and deployed upgrades across HCA's many facilities.

Result

The upgrades Accu-Tech provided resulted in:

- improved patient care
- minimized system downtime
- a scalable HIPAA compliant network solution

"Accu-Tech provided excellent knowledge, project management and logistical skill."

Accu-Tech®
We're Known by the Companies We Keep

Material Sourcing

The proper inventory, readily available, ensures projects are completed on time and under budget. From project planning to last minute additions, Accu-Tech's extensive nationwide inventory is available to meet each unique need. Our material sourcing advantage is achieved through our propriety computer systems which harmonize each of our sales offices and warehouses across the country. Leverage our 35 stocking locations to minimize your inventory investments, prevent job delays, and reduce installation time.

Accu-Tech's manufacturer partnerships provide you, and your customers, access to the latest products to hit the marketplace. Our extensive inventory assures material availability when and where you need it. With direct access to our manufacturer partner's inventory, our sales team can quickly track down hard to find items while working to minimize lead times. Accu-Tech and our manufacturer partners are available for project planning and system design to provide a cost effective solution while maintaining the highest level of performance.

- Supplier management
- Lower supply chain management costs
- Extensive inventory
- 35 stocking locations
- Product specifications
- Reduce your inventory investment
- Jobsite services
- Staging and delivery coordination
- Installation training



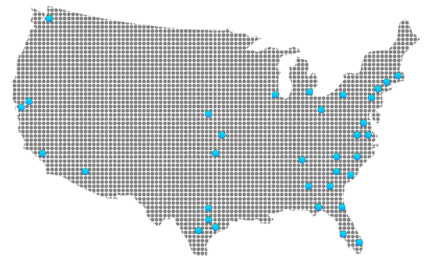
Logistics

Accu-Tech's 35 stocking locations are available for convenient project kitting, packaging and staging. Packaging options like palletizing, shrink-wrapping, and cardboard free packaging are readily available to meet any of your customer's needs or requirements. Our trained operations team can handle even the most complex delivery schedules to ensure each phase of your project is executed as planned. Additionally, our partnerships with freight, package delivery, and courier service companies reduce transit time.

- Kitting
- Palletizing
- Shrink-wrapping
- Cardboard free
- Manage complex delivery schedules
- Eliminate job delays
- Reduce time onsite

"During the past 13 plus years, Accu-Tech has continually proven to be a valued partner. Their product knowledge, fast response times, and speedy and reliable deliveries have all contributed to our ability to provide quality installations to meet customers' tight schedules."

-Baltimore, MD



Utilizing the latest technology.

- myAccu-Tech.com allows you to efficiently manage your account on the go-online ordering, shipment tracking, invoice management, view open/closed purchase orders, and much more. myAccu-Tech.com is your integrated solution for project support.
- Accu-Tech's mobile app provides product specification sheets, 'how to' and installation videos, the latest industry news and quick access to your Accu-Tech team, right at your fingertips. Available for both iOS and Android devices, this app keeps you connected to our industry, wherever your next project may take you.

Training

Accu-Tech understands the only constant in the technology marketplace is change. In partnership with industry leading manufacturers, Accu-Tech provides education and training for all levels of your organization, from the technicians in the field, to the sales staff, designers, engineers, and project managers in the office. We deliver this training where and when you need it. From jobsite tool-box trainings, to in the office lunch and learn presentations, to all day symposiums hosted in our offices, our training sessions help fulfill manufacturer training requirements, as well as provide the continuing education credits necessary to maintain professional certifications from organizations like BICSI, AIA, and the USGBC.

From product specific training to the theory of design and application, we can provide you with the knowledge base you require to compete and excel in the most competitive of situations.

"I enjoyed the entire seminar. I felt I came away with a wealth of knowledge and understanding. I would highly recommend this seminar to all of my colleagues."

-Los Angeles, CA.

Expert Sales Team

With a 30 year history of materials distribution to the nation's leading contractors, you can be assured that Accu-Tech's highly trained sales staff is ready to handle your most complex project, from design to delivery. Through ongoing training, our local outside sales staff, as well as our regional sales specialists, are available to assist in the design and specification of a variety of discrete and intricately connected networks. From the traditional voice and data networks, to integrated CCTV, access control, and mass notification systems, to awe inspiring audio/visual solutions, Accu-Tech's sales staff has the contacts and resources necessary to assist you in the design, construction, and implementation of low voltage systems that will exceed the expectations of even the most discerning of end users.

"Accu-Tech's entire organization goes above and beyond to provide first-rate service and is excellent at quickly resolving any issues that may arise. Their efforts are widely recognized throughout our company and are greatly appreciated by all. Accu-Tech makes our job easier."

-Baltimore, MD

Financing and Credit

Accu-Tech's flexible credit terms allow for customized financing options, unique to every customer, and tailored for every project. Accu-Tech offers customer service oriented financial services with creative credit line options and a less than 24 hour approval process. By utilizing our Job Accounts, you can easily manage your finances across multiple ongoing projects.

Consolidated invoicing, electronic invoicing and custom reporting put you in control of your finances. Whether your company is large or small, Accu-Tech can assist you with your financial needs.

- Fast, responsive, courteous credit department
- Electronic payments
- Consolidated invoicing
- Manage multiple project and job accounts
- Custom reporting

"In the time we have done business with Accu-Tech, they have always been willing and helpful in setting up 'special' accounts for specific projects with terms that work for that project."

-Norfolk, VA

Customer service designed to exceed your expectations.

Contact your local
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