HPA Group Helps Our Customers Succeed

- Association of Retarded Citizens
- Epilepsy Association of Greater Rochester
- Mary Cariola Children's Center
- Medical Motor Service
- Rochester Area Multiple Sclerosis
- Rochester Hearing and Speech Center
- Rochester Rehabilitation Center
- United Cerebral Palsy Association

Reduce Cost and Provide Superior Service

Business Situation

Our Client wanted to enter into a mutually beneficial partnership with a telecommunications provider that would reduce costs and provide a superior level of service to itself and its 9 partner agencies.

Action

- HPA analyzed and documented services being provided to 60+ locations.
- HPA, developed specifications, prepared and solicited a Request for Proposal (RFP) to prequalified vendors.
- HPA analyzed all the proposals and made a recommendation to the Client.
- HPA negotiated terms with finalists and reviewed final terms and conditions.

Results

Overall project resulted in a 60% reduction in telecommunications costs.

Working with HPA

"This is the second time we used HPA, and we are extremely satisfied. (They) are amazing. We successfully reduced our telecommunications costs by 60% through their expert analysis, bid, selection and implementation processes."