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## Southeastern State Consolidates Contracts and Saves Over \$19 Million with Equipment Maintenance Program

### CHALLENGE

This state, located in the Southeastern region of the US, has major industries that include education, healthcare, banking, automotive manufacturing, and technology. As a large state utilizing significant amounts of equipment across its various agencies, they needed a way to manage their asset portfolio that was more efficient and cost-effective. The lack of a streamlined process to the state's equipment maintenance was both an administrative and financial burden. This made it difficult to manage both preventative and corrective equipment repairs as well as keep track of what equipment was no longer under warranty with the Original Equipment Manufacturer (OEM). The state needed insight into their equipment maintenance portfolio, so they could start to make improvements with their state program.

### SOLUTION

The solution was Remi's Equipment Maintenance Management Program (EMMP), which consolidated all the state's equipment maintenance contracts into one agreement with customized coverage levels based on equipment need. The ease of Remi's program for the state's end users and the ability to continue using their preferred vendor was an added benefit. To date, the state has over 5,000 pieces of equipment covered, including UPS systems, telephone systems, flow cytometers, servers, x-ray units, microscopes, and much more. Remi has successfully managed over 42,000 service events resulting in reduced expenses and comparable service levels that meet the equipment needs for this state's department's equipment.

### RESULTS

This Southeastern state's decision to consider Remi for a more centralized approach to their equipment maintenance management has proven to be a very good one. Not only have they saved nearly \$19 million since 2005, but with Remi they found a streamlined approach to managing their equipment maintenance across all their departments.

Learn more about Remi's EMMP and find out how you can implement a program that can help you streamline your business processes.

### Program Highlights



**Over \$19M Saved**  
Since Inception



**42,000+ Service Events**  
Managed Successfully



**Instruments Covered**  
Mail Room Systems, X-Ray Units, UPS Systems, and more.

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