

## OVERALL SOLUTIONS

- Pre-Request For Proposal (RFP) Positioning
- Copier Contract Structure
- Contract Pricing Review
- Negotiation

**Pro SERVICE**  
Outsourcing Solutions

**BBI**

Bridgeport Benefits, Inc

## CUSTOMER PROFILE

Industry: Business Services Outsourcing  
Locations: California & Nevada  
Employees: 20  
Founded: 1987

## CHALLENGE

- Save time and money with no financial risk to ProService or Bridgeport Benefits

## SPECIFIC SOLUTIONS

- Proposal Review
- Pricing Structure Review
- Pricing Positioning
- Best and Final Offer
- Contract Structure Review
- Vendor Negotiation
- Contract Finalization

## RESULTS

- Customer saved 20 hours of time and more than 40% in hard costs

# PROSERVICE & BRIDGEPORT BENEFITS SAVES TIME AND 40% IN HARD COSTS BY PARTNERING WITH XIPPA

## The Outcome Was Unprecedented

### BRIDGEPORT BENEFITS

provides healthcare, human resources and employee benefits solutions to mid-market and large employer groups. Their mission is to help clients meet and exceed strategic goals by maximizing existing employee benefit plans and providing innovative alternatives.

ProSERVICE provides employers with a comprehensive outsourcing solution in the areas of payroll processing and reporting, human resources administration, employment compliance, risk management, workers' compensation, healthcare and retirement programs and many other benefits, products and services. Their commitment to their customers is:

## GIVING BACK YOUR MOST VALUABLE RESOURCE

...TIME...



*"We took the best proposals from our top three vendors and sent them to Xippa. Our goal was to lessen our involvement in the time consuming process, in addition to getting additional cost savings."*

*We saved 20 hours of time and over 40% in hard dollar cost. The Return On Investment was immediate and Xippa took care of our needs by negotiating our final contract with our vendor of choice."*

**Steve Salinas, Chief Financial Officer, ProService, Inc.**

## The Challenge

ProService and Bridgeport Benefits felt they had a good solution but wanted to insure the contract structure fit their needs. Additionally, the customer lacked internal expertise and resources to insure they were getting the best available price on the market.

The list of vendors was narrowed to three and pricing was proposed by each vendor. The pricing was structured slightly different by each vendor to highlight their differentiators. This caused an inconsistency in pricing structure.

## The Solution

- Xippa contacted all three vendors.
- The Vendors submitted pricing in the format requested to get a true comparison and the best possible price.
- The Customer chose its vendor of choice, and
- Xippa negotiated the final contract and pricing.

## The Results

- ProService and Bridgeport Benefits saved over 20 hours of time by using Xippa services.
- Proservice and Bridgeport Benefits saved over 40% in hard costs from their best proposed price prior to Xippa's involvement to the final contracted price.

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*“After spending 15 minutes on the phone with Steve, I knew there was an opportunity for significant savings. This was a multi-vendor account with each vendor knowing the current spend. The vendors simply dropped their proposals to 10%-15% below Steve’s current spend, and thought that was enough to earn his business. At the end of the day, the vendors were proposing at or above retail for the new solution, all predicated on saving money from the current spend. A 40% hard cost savings was realized and the vendor charged a street price with a fair margin.”*

**Wade Cascini,  
President & Founder,  
Xippa, Inc.**

*“We are in the outsourcing business of back office services. Part of our vision is to focus on our core and bring in outside expertise to augment our business. We lease copiers every five years, and Xippa complemented our staff’s experience by providing us with its 20 years of experience. It was an easy decision to use Xippa, as they do not charge if they can not save you money from the best price you can get on your own to what you actually end up contracting for using Xippa.”*

**Steve Salinas, CFO, ProService and Bridgeport Benefits, Inc.**

See us at:

[www.Xippa.net](http://www.Xippa.net)