

ESP GLOBAL LLC

EQUIPMENT MAINTENANCE CONSULTANCY

Average Savings Realized

15-30% benchmarked against previous program costs.

Service Offering

A two-step approach:

1. First, ESP performs an assessment of your existing service methodology & environment, and identifies acquisition strategies for financial and quality improvements. The assessment includes extensive data collection through a variety of sources such as equipment service contracts, equipment inventories, all service-related expenditures, and departmental stakeholder interviews to gain a comprehensive lay of the land. Upon completion of the assessment, ESP will provide a comprehensive report that identifies opportunities for improvement and recommendations.
2. Secondly, ESP identifies acquisition strategies for financial and quality improvements. Once recommendations are accepted, ESP manages the appropriate strategy process, including customized bidding solutions. Acquisition strategies typically include developing a customized equipment RFP document, identifying and managing the RFP process, and conducting RFP response analytics with our proprietary “line-item” true up analytics and benchmark database.

Deliverables

Custom configured “vendor neutral” solution optimizing cost savings and comparable service. Can identify administrative and operational efficiencies, provide a single point of contact for all equipment service issues, and provide budget control over costs—fixed for a specified term.

Can create a leveraged solution by consolidating various eligible and available contracts. ESP facilitates and manages a vendor neutral approach toward service providers by creating a “best of class” solution.

Program Cost

Initial “Assessment Fee” followed by a percentage of savings when programmatic changes are implemented, and savings are realized.