

## Prager Metis CPAs Case Study

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### Overview

Prager Metis CPAs, LLC was struggling to consolidate their inventory of postage machines to one invoice. They have been our client since 2016 with a growing fleet of meters through acquisitions. Some of the key challenges included paying multiple invoices every month taking up staff time, understanding their equipment options when being led by their mailing equipment vendor, managing extra equipment through acquisition and handling divestitures, and vendor fees. Other challenges involved coordinating vendor open items, such as handling billing issues, equipment returns, and new installations.

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### Approach

When Postal Advocate started working with Prager Metis CPAs their equipment leases were expiring at various times with large variations in pricing from one location to another and they had multiple postage funding accounts. We help Prager Metis CPAs by utilizing our specialized knowledge and clear instructions to obtain savings for them.

“Postal Advocate provides the best prompt service without issues. I feel like I'm getting personal service. Always helpful and clarifies with specific instructions as needed.”

- Facilities Manager

## Results that Speak Volumes



Identified over **\$4,200** in billing errors and helped obtain refunds.



Assisting in acquisitions and divestitures to make sure we have full visibility



Reduced their equipment costs by **65%**.

In the end, with Postal Advocate helped Prager Metis CPAs get the best rates for their postage meter fleet. We worked with the vendors to consolidate their billing and negotiated contractual pricing, which led to significant savings. We continue to act as a liaison to take care of vendor issues to make this category easier to manage. Postal Advocate standardized future equipment needs and works with their end users to define renewal requirements and implement new optimized solutions.

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### Conclusion

Since we started the program, we have helped drive over \$23,000 in savings with an **92%** gross savings through renewals, terminations, fee savings, and vendor credits. The changes Postal Advocate made allowed for effective account management. Additional benefits included cost ordering just the right machine needed for a specific office, consolidating the multiple machine throughout the firm, and helping with name changes.