



TESTIMONIAL

As one of the original founding members of Prism Health System, someone reading this testimonial may be hesitant to take my comments seriously because I have a self-interest in seeing that Prism is successful. There is no doubt that I want Prism to be successful but the reason is because of the savings my agency has experienced.

As the CEO of a 19 million dollar agency that provides primary care, behavioral health care, housing services and employment services plus several other programs to over 5,000 individuals annually and has a staff of nearly 250, I can honestly say that Prism has saved the agency significant dollars over the past six years. These savings have been critical to CSS given the economic challenges Not-for-Profit agencies have been facing the past few years.

From the beginning, CSS has evaluated most of the program offerings before Prism presented them to the Prism membership as a whole. The evaluation consists of a cost savings analysis, quality of product or service, and customer service after the fact.

Not only a managing member, but also an Associate member of Prism Purchasing Solutions, CSS has participated in 19 different Prism programs with an accumulative savings of more than \$1,000,000 over the years. It is not a get rich program for any one product, but the accumulation of products and programs resulting in the most effective savings over the years.

Greatest savings have come from the health insurance and ancillary insurance programs, the general liability package (with three consecutive years with decreased premiums), office and janitorial supplies, and gas, electric, and waste management contracts.

In addition to the products and service offerings, Prism, through the efforts of Ed Casey, works with the various vendors to create customer oriented contracts; eliminating automatic renewals, automatic price increases, and delivery charges. Ed has a keen eye on reviewing contracts and seeing inconsistencies or other questionable wording in contracts that are not advantageous to us in the Not-for-Profit world.

I can tell you, that the success in saving dollars for your organization, through Prism, has to come from the top down. If it is not supported by the CEO, there is a natural tendency to “do things as we always have,” or we don’t want to upset a board member who is our broker, or the purchasing clerk who has been buying our supplies for years, etc.

Prism can be that neutral entity providing you with options without embarrassing anyone who, for whatever reason hasn’t been able to “find that silver lining dollar” while juggling a zillion other day-to-day tasks.

To realize true savings, an agency must be open to look at all of the options that Prism has to offer. If you have an idea we haven’t thought about, we are always eager to look at additional avenues for saving money.

I encourage anyone to reach out and see what Prism can do for your organization.

Terrance Dalton
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