



Case Study – Healthcare Provider

This client is the nation's leading provider of healthcare services, composed of locally managed facilities that include 163 hospitals and 105 freestanding surgery centers in 20 states and England. At its founding in 1968, this client was one of the nation's first hospital companies.

The Challenge:

This client partnered with Power Brokers in 2009 to manage its recently-acquired energy portfolio in Texas. Saddled with an extraordinarily-high rate at the time of acquisition, the client tasked Power Brokers with renegotiating their energy services agreement.

The Solution:

Within a month, Power Brokers had negotiated a conversion of the client's fixed rate to a managed product, **saving them over 10% to date**. Power Brokers then proceeded to negotiate a forward contract that will save HCA an **additional 30%** over their current rate.

Additional Services:

Power Brokers also assists the client with ongoing portfolio management requirements such as hedging, additions and deletions, as well as billing issue resolution.

