

## Case Study – Jackson County

*“While we were pleased with the savings that Cost Control Associates found for us, we were most pleased to learn that we were not overpaying by a great amount. Cost Control Associates' painless review gave us the assurance that our vendors are billing us correctly.”*



### The Background

Jackson County, Minnesota, is primarily a rural county. Its 719 square miles contain 21 lakes that are partially or entirely within the County. Jackson County's historical courthouse (pictured above) recently underwent a renovation that included restoration of beautiful murals. The over 11,000 residents of the County enjoy a high quality of life with numerous recreational opportunities including eight parks and a series of bike trails.

While the County is on sound financial footing, county managers continue to be diligent in seeking new ways to reduce costs. County Coordinator Janice Fransen liked the idea of reviewing energy, cellular, and other telecom costs.

Given that Cost Control Associates worked entirely on a contingency fee basis, billing fees based only on the refunds and cost savings produced, there was no risk to the County. Given the fact that the program is endorsed by both the Association of Minnesota Counties and the National Association of Counties, Jackson County had the assurance that Cost Control Associates would do a credible job.

### The Challenges

Given the technical nature of energy, cellular, and telecom costs, it was impossible for the County to know if all cost savings opportunities had been realized and whether or not vendors were properly billing the County. In addition, with the growth in cellular phones over the years, and the limited number of vendors who could provide adequate cell phone service within the County, the County could not be sure it was getting the best deal from its provider.

### The Solution

Using its **Cost Recovery and Reduction™** program, Cost Control Associates made a thorough review of the County's energy, cellular and telecom bills that included:

- ✓ Verification that the correct tariffed and/or contracted rates were being billed
- ✓ Evaluation of rates being billed to determine if savings were possible through alternative rate plans with the County's current providers
- ✓ Verification and identification of all lines and special circuits being billed to ensure that they existed and were in use by the County

### The Outcome

Cost Control Associates identified two telecom circuits that had been used for alarms at one time, but were no longer in use. While the elimination of these circuits produced a small amount savings for the County, the County was pleased to learn that it was not overpaying for its other services.

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