

Profit Improvement Program

No organisation is immune to financial pressure

Providers wanting to retain their position in the industry (Stay) or Grow face unprecedented challenges to their financial viability. While there are sustained and appropriate calls for Government to restore funding there is compelling evidence of steps you can make to improve your financial performance. Pride Living has developed the **Profit Improvement Program** to help providers achieve financial success.

We have helped our clients by:

- Implementing strategies to increase revenue by **\$1,200 - \$5,000pbpa**
- Increasing front-line staffing while still **saving over \$500,000pa** in a typical facility
- Reducing key supply chain costs by in **excess of 15%**

Pride Living understands the drivers of financial performance



REVENUE OPTIMISATION

In our program, we undertake a forensic review of the following revenue-generating activities: ACFI, accommodation income, additional services and respite subsidies. Our process provides an estimate of the marginal revenue opportunities available, and the cost and time involved in achieving these outcomes.



RESOURCE OPTIMISATION

Our processes and tools estimate the impact of normalising your labour costs to appropriate levels and predicts what is involved with arriving at a new roster.



SUPPLY CHAIN OPTIMISATION

We analyse a number of key costs to gain an understanding of the overall rigour applied to your supply chain management. We have had occasions where we can reduce key supply chain costs by in excess of 15%.



CENTRAL OFFICE PROCESS EFFICIENCY

We independently re-examining existing processes, we can improve efficiency resulting in the opportunity to redeploy administrative staff to more consumer-focused activities.

Pride Living difference

- What you see every day becomes normal. From the inside the way you do things is right for your organisation, otherwise you wouldn't do it that way. **We look at things from the outside**, and consider the different ways Providers do things and identify alternatives that have proven to be effective and efficient.
- From the **experience gained working with many Providers** to implement change, Pride Living understands the challenges to change. The skills that we've developed in change management will assist your team will become change champions.
- Real confidence comes from knowing our leaders have walked the talk. They have **first-hand experience operating facilities** and know what works. We help with all aspects of implementation to deliver the key outcomes.

Did you know our costs can be recovered?

Business Improvement Grant

For a fixed cost of

\$4,995,

Pride Living will assess a Provider's position and suitability for the Business Improvement Grant and help complete the application for the Grant.

Next steps

If you would like to discuss or engage in our profit improvement program, please contact clientservice@prideliving.com.au or call Denise Bradshaw on (02) 9239 9004 to arrange a time to meet with our consultants.



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