



Trio Healthcare was formed in 2016 and operates 21 senior care facilities, including 12 skilled nursing centers and assisted living centers in the state of Virginia and 9 skilled nursing and rehabilitation centers, assisted living and senior independent living centers in the state of Ohio.

Trio Healthcare engaged BEK Networks in March of 2018 to assist with the on-boarding of seven facilities recently acquired in Ohio.

The goal of this engagement was to:

- Inventory existing services
- Identify issues with inventory, services, compliance and spend
- Recommend solutions to address issues
- Integrate the sites with Trio’s existing MPLS Wide-Area Network
- Manage the transition from implementation to disconnects of unneeded or replaced services

Using BEK’s Gnosis Praxis Process, we were able to address each issue identified at a reduced cost allowing for Trio to install MPLS at the acquired locations with the redeployed savings.

Trio engaged BEK again in April of 2019 to evaluate the telecom, data and IT services for the corporate office and Virginia facilities.

The goal of this engagement was to:

- Inventory existing services
- Identify issues with inventory, services, compliance and spend
- Evaluate a uniform hosted phone system / unified communications solution for all sites
- Recommend solutions to address issues
- Manage the project from implementation to disconnects of unneeded or replaced services

Using the Gnosis Praxis Process, we were able to reduce overall spend on existing telephony and data services allowing Trio to implement a new phone system at each location with unified communications, managed solutions for mobile device management, tools to help prevent successful phishing attacks and additional fixes to address HIPAA and HIPAA HITECH compliance using the redeployed savings.

Savings Monthly	Savings Annual*	Add Services Monthly	Add Services Annual*	Net Change Monthly	Net Change Annual*
\$10,973.49	\$132,659.26	\$8,490.53	\$103,830.36	-\$2,482.96	-\$39,284.38

**Savings Annual, Add Services Annual and Net Change Annual totals include implementation fees and credits*

Add services include seven new sites MPLS, upgrades to all Internet speeds, compliant alarm and elevator lines, Managed Phishing Training & Policies, 911 failover and policy, new phone system for twelve sites, unified communications for twelve sites, Managed Mobile Device Management.

