



Human Service Organization Returns \$1M Annually to Cash Flow

One Hope United (OHU) is a private human service organization that offers a diverse array of early childhood education, prevention, intervention, and community-based programs to nearly 10,000 children and families each year in Illinois, Wisconsin, Missouri, and Florida. Nonprofits are challenged to find new and innovative ways to cover program expenses. OHU addressed this head-on as one of the founding members of BOC in 2008, tapping into the power of scale and driving down costs in:

- **Accounting Outsourcing**
- **Energy**
- **Food Supplies**
- **Office Products & Services**

Participation in BOC's group program saves OHU about **\$378K annually**

When BOC partnered with global expense management consulting company Expense Reduction Analysts (ERA) in 2014 for expertise in expense management and procurement services, OHU jumped at the opportunity to save even more, maintain valuable supplier relationships, and increase staff capacity. ERA's best-in-class execution quickly began to optimize cash flow in crucial areas, including:

- **Cleaning Services**
- **Copiers & Managed Print**
- **Fleet Management**
- **Healthcare Insurance**
- **Telecom Wireline**
- **Waste Removal**

Using BOC's procurement services saves OHU about **\$670K annually**

Based on feedback from members and the community, BOC added several new programs in 2018 including Medical Billing, the first revenue enhancing program. OHU immediately expressed interest to explore this for increasing revenue and improving efficiencies. In 2019 and beyond BOC will continue to add programs which meet the unique and evolving needs of members. OHU remains active and takes full advantage of programs that maximize the value of their membership.

**SAVING MORE
MEANS DOING MORE!**

"We never would have gotten all of this done without the help of The Back Office Cooperative."

Todd Schultz
CFO, OHU

The Back Office Cooperative improves performance of nonprofits by increasing buying power, delivering expert expense management services, and providing support to ensure lasting financial stability and sustainability. Over the last **10+ years**, we have grown our programs and expanded our solutions to deliver **millions of dollars** annually back to the nonprofit sector.

Contact us today info@thebackofficecoop.org