



Case Study

UNIFEYE VISION PARTNERS

Treya Partners delivers 32% savings on MSP spend

Overview

Treya Partners was introduced to UVP by PE-sponsor Waud Capital to conduct a comprehensive Account Payables assessment to determine potential categories for cost reductions & procurement optimizations. Treya identified six indirect spend categories as well as medical distribution and ophthalmic specific categories to address \$9.2M of spend.

Information Technology (IT) spend was concentrated between two Managed Service Providers (MSP's) that utilized different cloud-based Infrastructure-as-a-Service (IaaS) providers, Google Cloud & Microsoft Azure, with an annual spend of \$1.3M. In addition, UVP had several legacy servers still on-premise or in a private data center and contracted with a local IT firm in California to provide onsite IT support for Northwest Eye and Pacific Eye. Minnesota Eye and Northwest Eye used onsite support provided by UVP's internal IT team.

About Unifeye Vision Partners

Unifeye Vision Partners (UVP) is a Dallas, TX based ophthalmic clinic platform established by Waud Capital in 2017. UVP currently consists of four regional practice acquisitions: Minnesota Eye Consultants, Northwest Eye, Pacific Eye, and Inland Eye Institute.

Results Summary

32%

savings on MSP/Infrastructure spend

Single IT Infrastructure

for all applications

The Challenge

UVP and Treya Partners collaborated in the inventory development and requirements gathering process to determine the ideal solution for UVP. The primary challenge was creating a path to a single platform supported by a single MSP with minimal disruption to the practices with a lean IT team. The solution needed to be behind a single pane of glass, scalable for existing applications and allow the easy onboarding of new practice acquisitions. The secondary challenge was to provide a solution with market-leading services with competitive pricing along with monthly billing that was predictable and transparent.

The Process & Solution

Treya began the project with the development of client requirements and evaluation of the application ecosystem, security and backup needs, and data requirements. Treya worked closely with the UVP IT team and held multiple, in-depth interviews with the incumbent MSP's to document the current infrastructure, support process, and monthly charges. Treya utilized the data gathered to create a bid requirements document and developed an aggregated IT spend forecast. The bidding process included the two incumbents and three industry-leading competitors. The competitive vendor participants were chosen based on Gartner Magic Quadrant ranking and preferred technology platform. The objective was to provide UVP with competitive bids for Azure & Google platform as well as options with unique solutions.

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Treya Partners overdelivered on their commitments to me and UVP. Their team listened, invested the time to understand our challenges, and did all the heavy lifting for the project. They were true professionals, handling our current providers with the utmost respect and always acting with the best interests of UVP in mind

- Noel Bouteller -
SVP Information Technology
UVP

The Outcome & Results

After a competitive bid process, UVP shortlisted leading finalists and requested best and final pricing along with a detailed implementation plan. UVP ultimately selected Microsoft Azure as the infrastructure platform and selected one of their incumbent MSP's for both ongoing management and management of the transition of Google Cloud applications to Azure.

The Treya-led process resulted in a 32% savings on IaaS/MSP annual spend while minimizing the implementation work and business disruption to the practices. UVP has achieved IaaS standardization with a single MSP that provides overall efficiencies in server utilization, ease of management, scalability, and predictable monthly charges.

In addition to these benefits, UVP was able to expand their internal IT staff to improve onsite IT support services for the UVP employees.

About Treya Partners

Leading provider of Procurement Improvement services across the public and private sectors since 2006. Clients served include 15 state governments, multiple institutions of higher education, and over 50 private equity funds.