



NOTHING BUT GREEN LIGHTS ON THE ROAD TO CUSTOMER SATISFACTION



Atlanta, Georgia's LogistiCare/Circulation is on the front lines of improving access to healthcare for 24 million patients across the country.

As one of the largest managers of non-emergency medical transportation (NEMT) in the US, LogistiCare (logisticare.com) facilitates more than 65 million rides annually in 43 states and the District of Columbia. In fact, it's the longest-running NEMT vendor in the United States. Need more proof of just how influential LogistiCare/Circulation is in the NEMT space? Consider this: LogistiCare/Circulation is called upon frequently by both the Kaiser Family Foundation and the United States Government Accountability Office (GAO) to provide data, weigh in on trends, and give an accurate look at what's happening in the healthcare industry.

LogistiCare/Circulation's core commitment is supporting and improving its patient experience through consistent and caring access. Studies have shown time and again that outcomes are improved—and costs are lowered—when patients who lack access to transportation are given free, reliable rides to healthcare facilities. This means fewer ambulance rides and emergency room visits and, most importantly, better outcomes for patients.

From automating the processes for its drivers to tracking members' rides before, during, and after pick-up, technology innovation has been critical to LogistiCare providing the best customer service in the industry. LogistiCare turned to ConvergeOne because of time-tested relationships that ConvergeOne team members had with its IT leadership, ConvergeOne's reputation in the Atlanta area as a premier IT services provider, and ConvergeOne's contact center-specific expertise. The deep partnership and shared customer-centric values between Avaya and ConvergeOne allowed the two partners to work hand-in-hand to financially engineer a solution that would fully meet LogistiCare's needs.

As Enterprise Voice Architect Nate Bielowicz explains, LogistiCare/Circulation has now found ideal technology innovation partners in Avaya and ConvergeOne: "Avaya is hands down the leader in the contact center space, and innovation is as important to them as it is to us. It's a great synergy."



Challenges

- Deliver the best customer service in the NEMT industry and deliver excellence in patient experience
- Efficiently and accurately meet stringent state reporting requirements
- Support communications preferences of customers today and well into the future

Value Created

- Improved patient experience and access
- Reliable contact center solution that increases customer satisfaction and helps retain and gain new business
- Significant cost savings
- Omnichannel capability to meet communication needs well into the future

Solutions

- Avaya IX Contact Center (Avaya Aura® Call Center Elite, Avaya Contact Analyzer)
- Avaya Converged Platform 130 Appliance
- Avaya 9600 Series IP Deskphones



A Roadmap For Happy Customers

According to Bielałowicz, the importance of LogistiCare's contact centers cannot be overstated. "Bottom line, our contact centers are our business," he says.

LogistiCare operates 12 contact centers across the United States that are staffed by over 3,000 agents. After engaging in deep technical conversations with ConvergeOne's award-winning contact center specialists, LogistiCare realized the importance of upgrading its contact center environment to ensure it could drive continual improvement and deliver the excellent experience that its patients deserved.

The recent implementation of Avaya Intelligent Experiences Contact Center and ongoing transition of its virtual environment to the Avaya Converged Platform have increased patient satisfaction, significantly reduced costs, and greatly contributed to the retention of state agency contracts.

What does the Avaya Intelligent Experiences Contact Center bring to the table that is making customers so much happier? Two words: resiliency and uptime. In the past, a power outage or hiccup on the network meant an entire contact center could go down for up to 30 minutes, which, according to Bielałowicz, "just destroyed our business at that particular center." It was also a great source of frustration for patients who were trying to schedule rides. Today, however, with the new resilient Avaya platform, outages like that are a thing of the past.

Intelligent call routing means that scheduling is also now easier and more efficient for patients, which means happy customers—and you'll see nothing but smiles on the faces of Bielałowicz and his CFO because, as he describes it, "we've saved a fortune," moving to Avaya Intelligent Experiences Contact Center.



All Roads Lead to Gaining + Retaining Business

Not surprisingly, LogistiCare is held to stringent reporting standards by the state agencies and managed care organizations (MCOs) it serves. With Avaya Call Management System, reporting is turn key for LogistiCare. In fact, the reporting functionality is so good that Bielamowicz credits it as crucial to retaining LogistiCare/Circulation state and MCO contracts on an ongoing basis.

“The reporting capabilities of the Avaya solution absolutely help us keep our state and MCO customers,” he says. “We provide accurate and timely reports and that makes LogistiCare easy to work with.”

Hitching a Ride to the Future

As of today, many of LogistiCare/Circulation’s patients are elderly and prefer to contact the company by phone, but Bielamowicz expects that to shift gradually over time to a future that involves other communications channels besides traditional voice. He’s working with Avaya and ConvergeOne to build out omnichannel, digital transformation, and advanced application strategies so that patients have the flexibility to contact LogistiCare/Circulation in whatever way works best for them.

“Omnichannel will be critical to us moving forward as demographics change. And of course, I’m confident that Avaya and ConvergeOne will support us in that as we continue to grow and the communication landscape continues to evolve,” concludes Bielamowicz.

About LogistiCare/Circulation

LogistiCare, a wholly-owned subsidiary of The Providence Service Corporation (NASDAQ: PRSC), is the nation's largest manager of nonemergency medical transportation programs for state governments and managed care organizations. Its range of services includes call center management, network credentialing, vendor payment management and non-emergency medical transport management. In 2017, the company maintained a 99 percent complaint-free service rate while managing over 65 million trips and more than 24 million eligible riders. For more information, visit www.logisticare.com.

About ConvergeOne

Founded in 1993, ConvergeOne is a leading global IT services provider of collaboration and technology solutions for large and medium enterprises with decades of experience assisting customers to transform their digital infrastructure and realize a return on investment. Over 11,000 enterprise and mid-market customers trust ConvergeOne with collaboration, enterprise networking, data center, cloud and cybersecurity solutions to achieve business outcomes. Our investments in cloud infrastructure and managed services provide transformational opportunities for customers to achieve financial and operational benefits with leading technologies. ConvergeOne has partnerships with more than 300 global industry leaders, including Avaya, to customize specific business outcomes. We deliver solutions with a full lifecycle approach including strategy, design and implementation with professional, managed and support services. ConvergeOne holds more than 6,300 technical certifications across hundreds of engineers throughout North America including three Customer Success Centers. More information is available at www.convergeone.com.

About Avaya

Businesses are built on the experiences they provide and every day millions of those experiences are built by Avaya (NYSE:AVYA). For over one hundred years, we've enabled organizations around the globe to win—by creating intelligent communications experiences for customers and employees. Avaya builds open, converged and innovative solutions to enhance and simplify communications and collaboration—in the cloud, on premise, or a hybrid of both. To grow your business, we're committed to innovation, partnership, and a relentless focus on what's next. We're the technology company you trust to help you deliver Experiences that Matter. Visit us at www.avaya.com.



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