

**Company Profile:** Student Housing

**Industry:** Real Estate

**Locations:** 100+



## Real Estate Case Study

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### Overview



This Real Estate company manages private dormitories on or near college campuses. They provide administrative services for the buildings and have metering devices at each of their 100+ locations. When Postal Advocate started working with this company in 2018, they had large variations in pricing with very little standardization in their equipment options. Locations were acquiring meters through their local representatives or online, so pricing and terms were inconsistent. This led to significant overspending. Some of the key challenges included coordinating open vendor items, such as handling billing issues, equipment returns, and new installations. Location divestitures and managing the day-to-day locations needs and questions were also areas of difficulty.

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### Approach

Postal Advocate ran an RFP for mailing equipment, developed fixed pricing and rental packages for increased flexibility and created a catalog that can be used for locations needing equipment. Postal Advocate works with each location at their renewal points and helps to right size the current fleet. We continue to hold the vendors accountable, to clean up the billing and to make sure the renewal processes are controlled and managed. Postal Advocate manages the day to day issues with the locations to make sure the account is properly taken care of.

“Postal Advocate has taken a huge weight off our shoulders and have been extremely helpful and informative since the day we started working with them.”

- Real Estate Industry



**Postal Advocate**  
MAIL MADE EASY

## Results that Speak Volumes



Identified over **\$11,000** in billing errors and helped obtain refunds.



Completed **183** Transactions.



Reduced their equipment costs by **51%**.

In the end, Postal Advocate corrected their overspending by standardizing their pricing as well as equipment and moved to consolidated billing for all of their locations. Postal Advocate continues to manage renewals and drive savings through the portfolio.

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## Conclusion

Since we started the program, we have helped drive over \$166,000 in savings with **75%** gross savings through renewals, fees savings, and vendor credits. The changes Postal Advocate has made allowed for effective account management. Additional benefits consolidated billing for all locations and less stressed.