



Health Advocate Case Study



Profile:

Health Advocate was founded in 2001 and rapidly grew to become the nation's leading healthcare advocacy and assistance company. The company, which is headquartered in Plymouth Meeting, PA, currently employs 425 employees.

Situation:

Rapid growth has quickly taken Health Advocate from a start-up to a large, sophisticated company with diverse furniture needs. A furniture partner with access to high quality furniture at great pricing is critical.

Solution:

1. EthoSource began partnering with Health Advocate when the company was still a young start-up. They provided them with pre-owned Herman Miller cubicles at significant savings compared to new product pricing. These high-quality cubicles were space-planned by EthoSource's design team to maximize the use of the space.
2. EthoSource continued to provide pre-owned Herman Miller cubicles on numerous occasions over the course of several years as Health Advocate continued to grow.
3. Recently, Health Advocate took on additional space allowing them to more than double their size. They wanted to incorporate their company identity into all aspects of their new space. EthoSource's design team assisted Health Advocate with all facets of the project. They secured and refurbished cubicles, selected new fabrics and finishes and helped identify carpet and wall colors to perfectly match Health Advocate's brand. In addition, EthoSource provided beautiful, executive wood casegoods at a considerable saving compared to new furniture.



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Results:

Health Advocate for the past 10 years has been able to save tens of thousands of dollars by utilizing pre-owned furniture from EthoSource. Their space looks spectacular and they continue to turn to the value driven solutions from EthoSource anytime they have a furniture or related need.