



Sana Kliniken AG



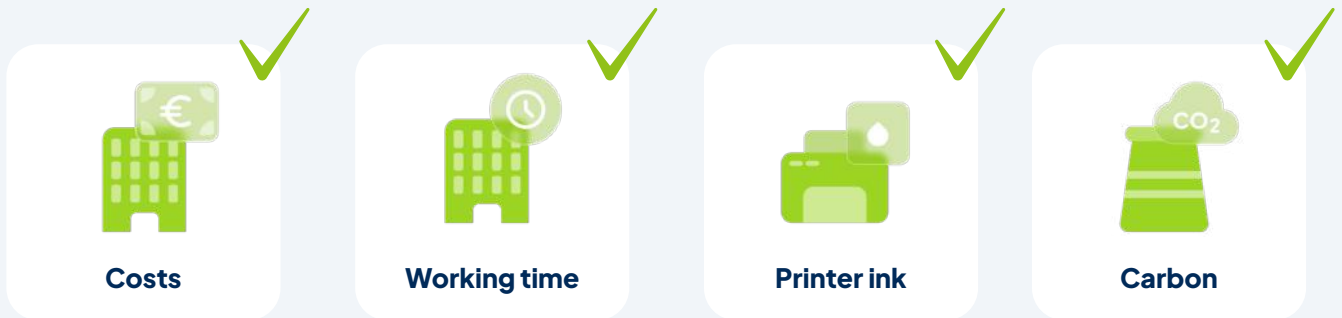
# Case Study

How Sana Kliniken AG saved money without compromising sustainability

[www.ebrief.de/en](http://www.ebrief.de/en)

# Impact summary

After implementing post output management, Sana Kliniken have been able to record significant savings every year thanks to the dispatch of post with eBrief..



## About Sana Kliniken

Sana Kliniken AG is a leading integrated healthcare service provider in Germany, Austria and German-speaking Switzerland. The clinic's holistic healthcare approach caters to more than three million patients each year and ranges from preventive services to outpatient and inpatient care to after-care, rehabilitation and the provision of remedies and aids.

These services are provided nationwide in Germany for 43 hospitals, 51 community health centres with nearly 600 medical practices, and around 60 medical supply stores and prevention practices.



In addition, Sana also offers B2B services and consulting for other clinics in areas such as sourcing, logistics, medical technology and management contracts. In 2023, the company's roughly 38,600 employees (as of December 2023) generated a turnover of 3.3 billion euros. The owners of Sana Kliniken AG, which was founded in 1976, are 24 private health insurers.

Mathias Miersch  
*Managing Director*

Find more information about Sana Kliniken at [www.sana.de](http://www.sana.de)

## Saving costs and time

The introduction of a digital post output management system at Sana Kliniken has led to considerable advantages, including the minimisation of costs and time spent for postal administration.



By leveraging digital post output management, large corporate groups, such as Sana, can achieve considerable savings in the postage costs of their business mail. For large volumes of post, the savings potential is significant.

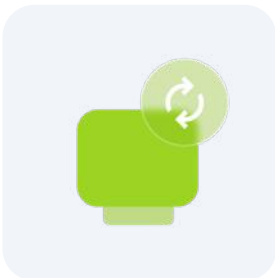
Printing, folding and stamping are carried out centrally by the local eBrief service provider at more favourable conditions, saving additional costs for paper, printer ink and other materials. As the post can be transmitted digitally to eBrief at any time, Sana can enjoy considerable time savings, more efficient workflows and a higher availability of workers.

## Ensuring highest security



The security and confidentiality of personal data is extremely important at Sana Kliniken. As a result, in order to ensure data security, the demand for state-of-the-art encryption and secure transmission protocols is very high. This goes for all communication channels and processes – guaranteeing the integrity and confidentiality of the data transmitted.

## Automating processes



Sana Kliniken continually aims to optimise the efficiency of workflows in their mailroom operations through the use of automation.

*“With the help of state-of-the-art technologies and automated systems, we aim to make the entire process, from the preparation to the dispatch of post, more productive. This shall enable us to utilise the clinics’ staff resources more effectively and make the process as a whole more cost-efficient and environmentally friendlier.”*

*(Mathias Miersch, Managing Director of Sana Rechnungswesen GmbH)*

# Solutions

## On the path to success with eBrief



The introduction of the eBrief digital post output management system at Sana Kliniken has made a significant contribution to helping the company achieve their operational goals. eBrief has enabled Sana to minimise their costs and time, successfully automate workflows and guarantee compliance with high security standards.

eBrief eliminates the use of paper and other materials on site, as the printing is performed directly by the local eBrief service provider. The post is uploaded directly via the interface. There is now no need to fold letters and place them in envelopes, to stick stamps on them and go to the letterbox – saving valuable staff resources.

The integration of eBrief has led to a considerable reduction in costs and time throughout the entire postal process, with around 145,000 letters dispatched every year.



The launch of eBrief at Sana's clinics went very well – from the initial project idea to the drawing-up of the contract to the technical implementation – thanks to PIN AG's customer-centric approach.



# Integration

## A success story from day one

The integration of security mechanisms ensures sensitive data is reliably protected throughout the entire processing process. eBrief works with the latest encryption technologies and access controls – guaranteeing the highest level of security for all data. This is particularly important in the healthcare industry when dealing with patient data.



Digitalisation with eBrief enables the automatic processing of postal processes. This not only reduces manual intervention – it also minimises potential sources of error. This automation makes a significant contribution to reducing the time required by staff to prepare post, as it eliminates the need to manually process each individual letter: no more printing, folding, putting it in an envelope, stamping and, last but not least, taking it to the post office. The overall efficiency of postal administration increases significantly.

The strategy of systematically introducing a digital post output management system has paid off for Sana Kliniken. The collaboration with eBrief has been a success story from day one.



**Raik Nikoleizig**  
Key Account Manager



**Would you like to save time and money for your own business post? Then contact us today!**

**030 577978 700**

Mon.–Fri., 8 a.m. to 5 p.m.