



## MEDPRICER CUSTOMER SUCCESS STORY

### CUSTOMER

Midwest Hospital

### CATEGORY

Professional Services  
Background Check Services

### CHALLENGE

Reduce the cost of background checking services

### PROJECT TIMELINE

Four weeks

### WHAT MEDPRICER DID

- » e-RFP creation and implementation
- » Review and analysis of client-defined terms and conditions
- » Real-time pricing and terms negotiation with suppliers
- » Pre- and post-bid financial analysis

### OUTCOME

**Savings of \$108,400**

# MIDWEST HOSPITAL REDUCES COST OF BACKGROUND CHECKING SERVICES BY \$108K

## e-Sourcing alleviates major strain in hospital's professional services budget

A hospital in the Midwest needed to reduce the cost of background checking services. The client was spending nearly \$750,000/year on this service, and it was a major strain on the budget.

To leverage the competition fueled by the MedPricer e-Sourcing solution, the Client asked MedPricer to conduct a formal RFP and live bid process. MedPricer prepared and distributed the e-RFP to four suppliers, and hosted a 1-hour live negotiation on the MedPricer electronic negotiation platform.





### MEDPRICER E-SOURCING BENEFITS

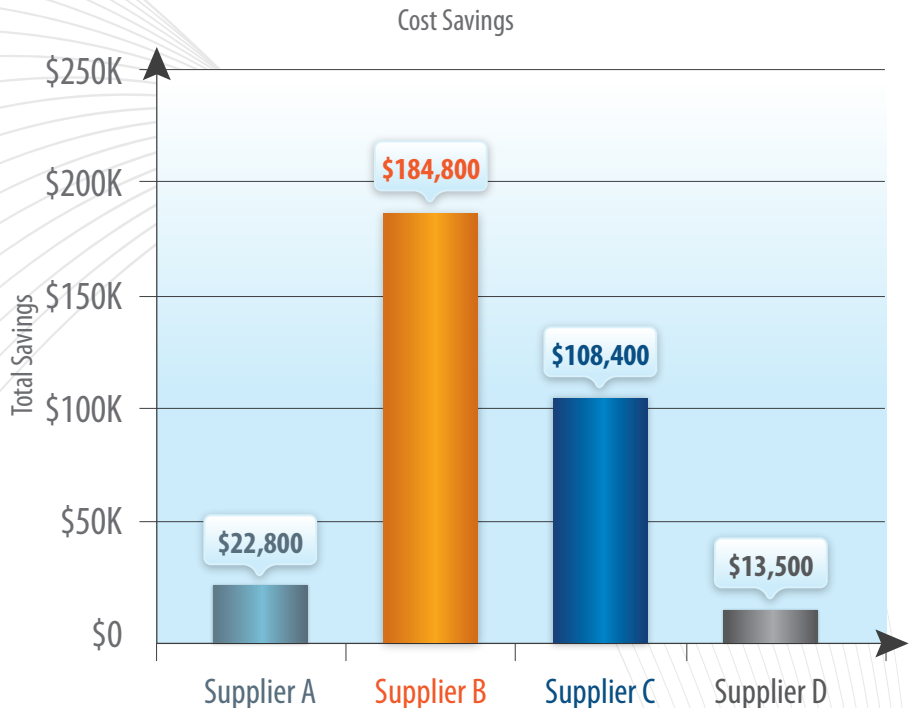
- » Avg. Contract Savings of 17%
- » 4-6 Week e-RFP Cycle
- » Easy Online Bid Comparison
- » Experienced Sourcing Support Team

### TRY MEDPRICER E-PROCUREMENT AT YOUR HOSPITAL, BUYING GROUP OR COOPERATIVE

Find out how MedPricer's e-Sourcing platform can reduce your workload and cut your supply costs with its healthcare e-RFP technology by contacting us at [contact@medpricer.com](mailto:contact@medpricer.com) or 203-453-4554 x 501.

To read additional success stories, go to : [www.medpricer.com/case-studies](http://www.medpricer.com/case-studies)

**The MedPricer e-Sourcing process resulted in substantial cost savings for the client.** The following graph identifies the total cost savings achieved from each of the four suppliers using the MedPricer process:



The MedPricer e-Sourcing process resulted in over \$100K in savings from a preferred services supplier

### About MedPricer

MedPricer is the e-Sourcing solution designed for the unique requirements of the healthcare supply chain. Our cloud-based negotiation platform provides the flexibility to source nearly every expense category in a hospital, allowing clients to negotiate contracts during a live-bid process. This ensures the best terms and value from current and prospective suppliers.

