



MEDPRICER CUSTOMER SUCCESS STORY

CUSTOMER

Midwest Hospital

CATEGORY

CT Scanner

CHALLENGE

Speed up supplier negotiations and realize significant savings

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 via MedPricer's e-RFP Platform
- » Pre- and post-bid financial analysis

OUTCOME

Savings of \$138,000 (15.5%) over previous pricing

MIDWEST HOSPITAL SAVES 15% ON A CT SCANNER

MedPricer eliminates supplier negotiation delays to close a CT scanner purchase in four weeks.

A Client hospital in the Midwest was attempting to negotiate a contract for a CT scanner. Negotiations with three suppliers stretched out over several months, with little savings results. The Client then partnered with MedPricer in order to conduct an e-RFP.



Within 4 weeks, MedPricer helped the hospital draft the RFP and loaded in the information into the CT template, trained the suppliers on a mock bid, distributed the e-RFP to four suppliers, and hosted a 1-hour live negotiation on the MedPricer electronic negotiation platform. Instead of the project dragging on with endless meetings and paper bids, the project was concluded and awarded in 4 weeks.



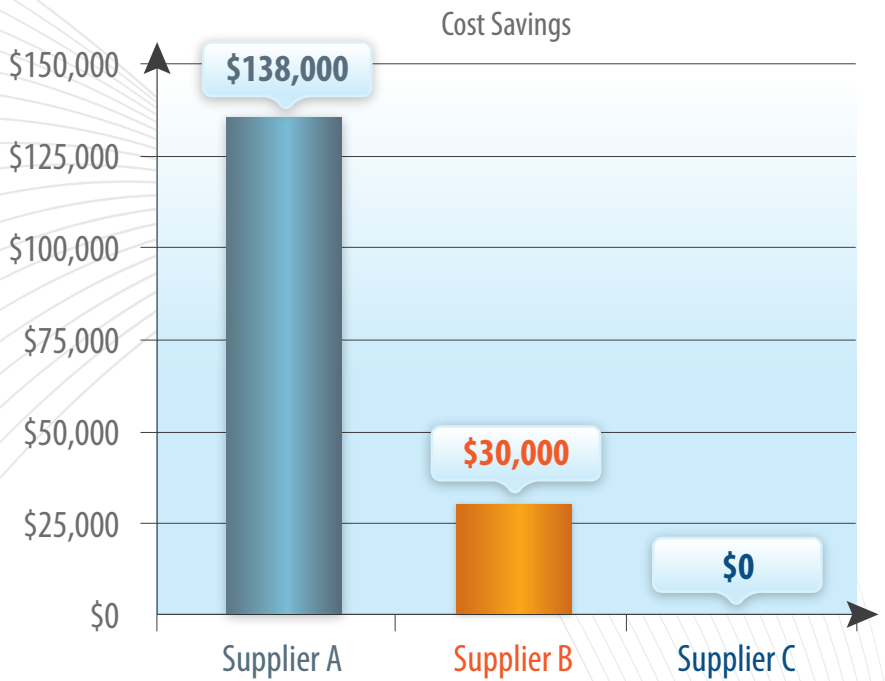
MEDPRICER E-SOURCING BENEFITS

- » 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 or 203-453-4554 x 501.

To read additional success stories, go to : www.medpricer.com/case-studies



The MedPricer e-Sourcing process resulted in 15% total cost savings for the hospital on a CT Scanner

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.

