



MEDPRICER CUSTOMER SUCCESS STORY

CUSTOMER

New York Hospital

CATEGORY

Defibrillators

CHALLENGE

Reduce the cost of 126 defibrillators

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

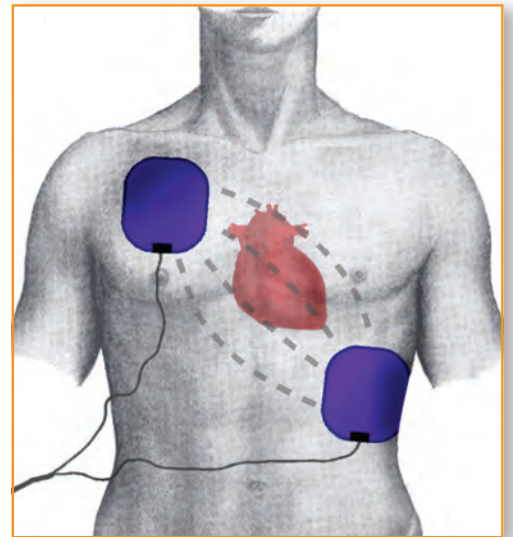
OUTCOME

Savings of \$454,000

NEW YORK HOSPITAL SAVES OVER \$450K ON DEFIBRILLATORS

A New York hospital looked to purchase 126 defibrillators, but was unsatisfied with the quotes received from three different suppliers. To leverage the competition fueled by MedPricer's e-Sourcing solution, the client asked MedPricer to conduct a formal e-RFP and live bid process.

MedPricer prepared and distributed the e-RFP to three suppliers and hosted a 1-hour live negotiation on the MedPricer electronic negotiation platform.





MEDPRICER E-SOURCING BENEFITS

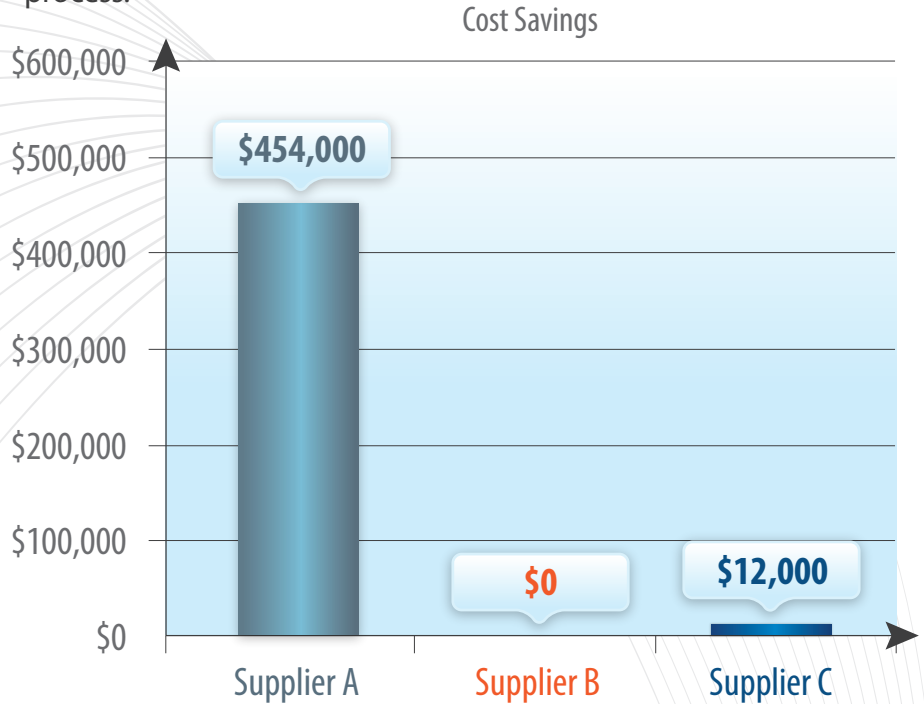
- » Avg. Contract Savings of 17%
- » 4-6 Week e-RFP Cycle
- » Easy Online Bid Comparison
- » Experienced Sourcing Support Team

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 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 substantial cost savings for the client. The following graph identifies the total cost savings achieved from each of the three suppliers using the MedPricer process:



The MedPricer e-Sourcing process resulted in over \$450K in savings on the purchase of 126 defibrillators

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.

