



MEDPRICER CUSTOMER SUCCESS STORY

CUSTOMER

A Pennsylvania Health System

CATEGORY

Neonatal ventilators

CHALLENGE

Secure the lowest pricing and highest quality on five neonatal ventilators estimated at \$150,000.

PROJECT TIMELINE

Six weeks

WHAT MEDPRICER DID

- » Pre- & post-bid financial impact analysis
- » e-RFP creation and implementation
- » Real-time contract negotiation via MedPricer's online e-RFP platform
- » Review, analysis & recommendations of supplier terms & conditions
- » Coordinated with suppliers to honor pricing past their original hold date, allowing client to conduct product trials.

OUTCOME

Health system saved \$48,288 (32.2%) over its original estimate and past pricing on this capital purchase.

PA HEALTH SYSTEM SAVES 32% ON NEONATAL VENTILATORS

When a Pennsylvania Health System was in the market for five new neonatal intensive care ventilators, it turned to MedPricer e-Sourcing to negotiate significant savings and favorable terms, including a hold date extension on pricing.

The e-RFP Process

In order to secure the lowest pricing, highest quality and most favorable terms, the health system turned to MedPricer to conduct a formal e-RFP and live-bid process.

MedPricer reviewed the Client's standard RFP form to ensure the inclusion of appropriate questions and terms applicable to the purchase of capital equipment.

MedPricer helped this Client clarify its product requirements and specifications, and organized this information into a detailed and clear electronic RFP.

After releasing the e-RFP to four suppliers, MedPricer facilitated the response to all RFP questions. When the initial proposals were received, MedPricer prepared a synopsis of supplier redlines to certain terms & conditions. This allowed the Client to better understand product restrictions and to focus on key terms during the actual negotiation.



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

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.



MedPricer conducted a one and half-hour live negotiation on its electronic negotiation platform. All the suppliers were logged onto the system and actively communicated and responded to the Client's questions and concerns. Technical information regarding usage, performance of the units and future upgrades was shared. Fifty emails were exchanged during the live bid, as suppliers offered more favorable pricing terms and conditions.

Live Negotiation Results

	Supplier A	Supplier B	Supplier C	Supplier D
Final Bid	\$112,484	\$101,712	\$126,546	\$132,500
Warranty	2-year	2-year	1-year	1-year
Total Savings	\$37,516	\$48,288	\$23,454	\$17,500
Savings over Estimate	25%	32.2%	15.6%	11.7%

The MedPricer e-RFP Process resulted in significant cost savings for the Client.

Cost Savings: Total savings achieved from each of the four suppliers.

