



## MEDPRICER CUSTOMER SUCCESS STORY

**CUSTOMER**  
Midwest IDN

**CATEGORY**  
Office Supplies

**CHALLENGE**  
Cut the time and complexity out of bidding on a large product list

**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 \$800,000 (24%)**

# MIDWEST IDN SAVES \$800,000 ON OFFICE SUPPLIES USING E-SOURCING

**MedPricer makes ordering large quantities of office supplies a snap.**

An IDN in the Midwest sought to negotiate a contract for Office Supplies. The size of the product list made paper-based negotiation highly inefficient and time-consuming. Rather than trying to manually negotiate 10,000-plus line items from four different suppliers, the Client decided to partner with



MedPricer to conduct an e-RFP. Within 4 weeks, MedPricer collected the information from all the participating hospitals, sorted through the pricing and duplicates, loaded the appropriate information into its office supply 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.

After the live negotiation, the MedPricer team helped the IDN evaluate supplier bids based on combination of price, products, service terms, and value adds. The result was a staggering reduction of \$800,000 on their office supplies as well as additional value adds that the IDN felt was critical.



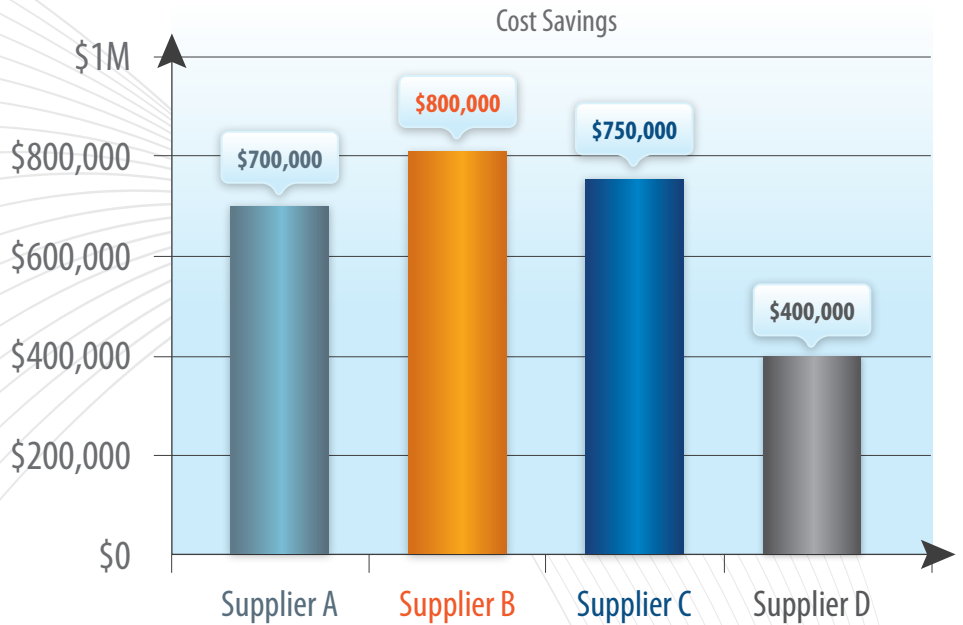
### MEDPRICER E-SOURCING BENEFITS

- » 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)



*E-Sourcing Resulted in \$800,000 in Savings and a Significant Man-Hours Reduction*

### 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.

