



MEDPRICER CUSTOMER SUCCESS STORY

CUSTOMER

New England Hospital

CATEGORY

Polyaxial Pedicle Screws

CHALLENGE

Reduce strain on budget by obtaining a lower bid

PROJECT TIMELINE

Five 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 \$291,000 (36%)

NORTHEAST HOSPITAL SAVES 36% ON POLYAXIAL PEDICLE SCREWS

e-Sourcing enables hospital to factor in physician preference and realize savings

A New England hospital needed to reduce the cost of polyaxial pedicle screws used for spinal implants. The client was spending over \$800,000/year on this one product and it was a major strain on the budget.

To leverage the competition fueled by MedPricer's e-Sourcing solution, the Client asked MedPricer to conduct a formal RFP and live bid process. MedPricer prepared and distributed the e-RFP to five suppliers, and hosted a 2-hour live negotiation on the MedPricer electronic negotiation platform.





MEDPRICER E-SOURCING BENEFITS

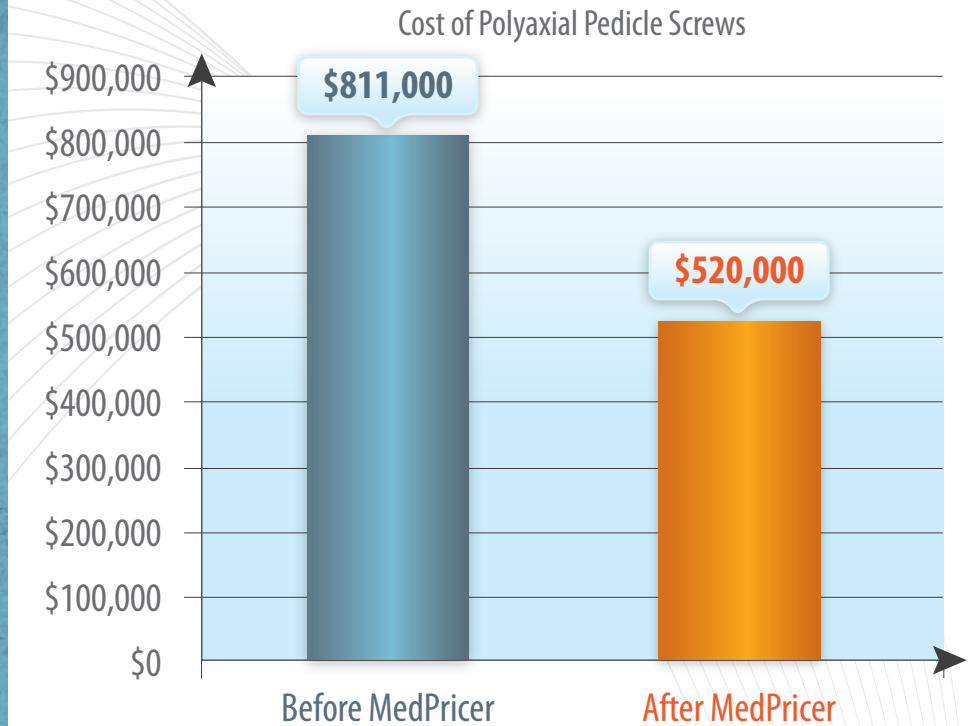
- » Avg. Contract Savings of 17%
- » 4-6 Week e-RFP Cycle
- » Easy Online Bid Comparison
- » Experienced Sourcing Support Team

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 before and after using the MedPricer e-Sourcing platform:



The MedPricer e-Sourcing solution saved the hospital 36% over past pricing on pedicle screws

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.

