



MEDPRICER CUSTOMER SUCCESS STORY

CUSTOMER

A New England Health System

CATEGORY

Reference Lab Testing Service

CHALLENGES

- » The incumbent was hinting that a price increase was eminent
- » The Reference Lab Testing RFP was a 250-plus line bid making the analysis from three different supplies difficult
- » A transparent analysis process was needed so that the award could be made by all the stake holders
- » Service, quality and a broad range of testing had to factored into the final decision

PROJECT TIMELINE

Four 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

OUTCOME

Health system saved \$180,000 (20%) from the previous paper proposal submitted by their incumbent supplier.

NEW ENGLAND HEALTH SYSTEM **SAVES 20% ON** REFERENCE LAB TESTING

When a New England Health System was attempting to negotiate their reference lab contract, they turned to MedPricer to help them negotiate significant savings and favorable terms.

The e-RFP Process

In order to secure the highest quality and most favorable terms, the health system turned to MedPricer to conduct a real-time technical Q&A with the suppliers followed by a live e-RFP.

MedPricer began the process by helping the Client formulate its product requirements and specifications, by recommending the inclusion of appropriate questions and terms from the MedPricer template library. With the research completed and the template finalized, MedPricer organized the bid into a detailed e-RFP that enabled the invited suppliers to respond equally and fairly.

After releasing the e-RFP to three IDN selected suppliers, MedPricer facilitated the initial response to all RFP questions. When the first proposals were received, MedPricer prepared a synopsis of supplier responses and forwarded them to all the stakeholders.



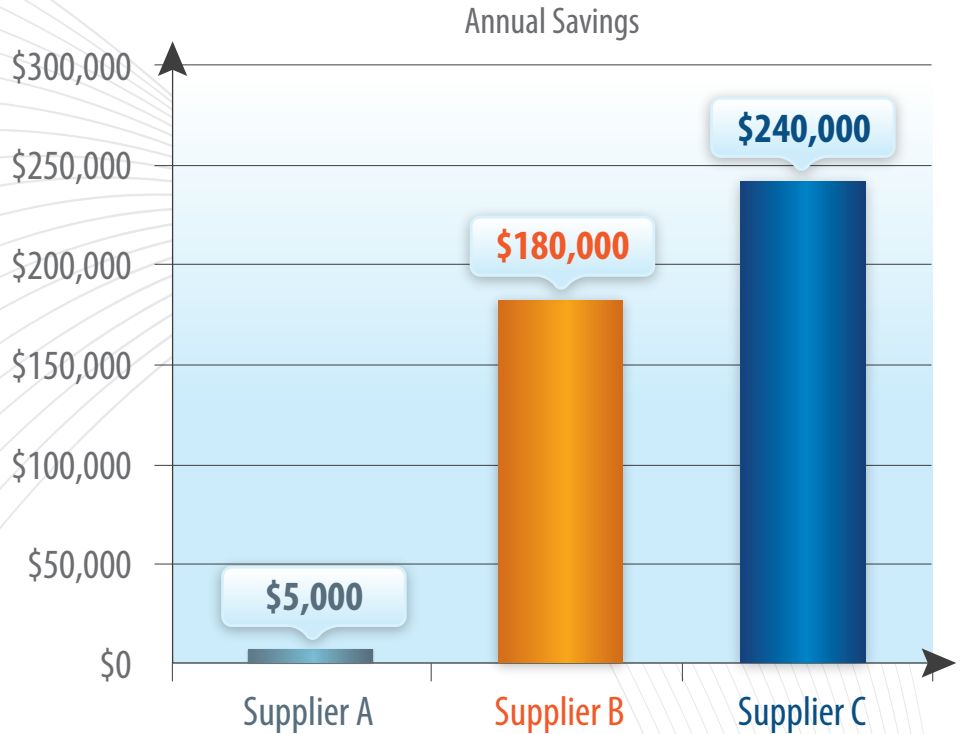
MEDPRICER E-SOURCING BENEFITS

- » 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.

