



## MEDPRICER CUSTOMER SUCCESS STORY

**CUSTOMER**  
Midwest IDN

**CATEGORY**  
Surgical Gloves

**CHALLENGE**  
Realize savings on a general supply item using competitive bidding

**PROJECT TIMELINE**  
Four weeks

**WHAT MEDPRICER DID**

- » Review and analysis of Client-defined terms and conditions
- » e-RFP creation and implementation
- » Real-time pricing and terms negotiation via MedPricer's e-RFP Platform
- » Pre- and post-bid financial analysis

**OUTCOME**  
Savings of \$203,400 (25%)

# MIDWEST IDN SAVES \$203K ON SURGICAL GLOVES USING E-SOURCING

**Using e-Sourcing to create a competitive environment, health systems can significantly reduce costs on general supplies such as surgical gloves.**

Surgical and exam gloves provide an ideal opportunity for hospitals to reduce their costs, but without a competitive environment, they never realize such savings. The IDN asked MedPricer to conduct a formal online RFP and live bid process. MedPricer prepared and distributed an e-RFP to four suppliers and hosted a 1-hour live negotiation on the MedPricer electronic negotiation platform. Then the MedPricer team helped the Client evaluate bids based on the combination of price, products, service terms and value adds.





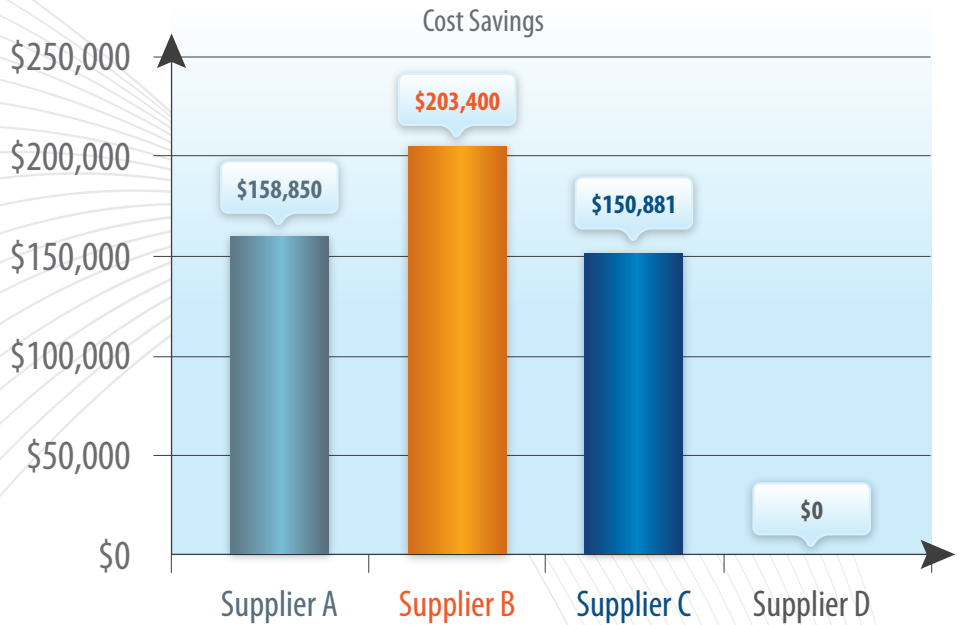
### MEDPRICER E-SOURCING BENEFITS

- » 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 saved the Client \$203,400 or 25% off previous pricing for surgical and exam gloves.

### 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.

