



MEDPRICER CUSTOMER SUCCESS STORY

CUSTOMER

New York IDN

CATEGORY

Surgical Instrument Repair

CHALLENGE

Reduce the cost of surgical instrument repair while factoring in clinician requirements.

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 with suppliers
- » Pre- and post-bid financial analysis

OUTCOME

Savings of \$85,000

E-SOURCING SAVES NY IDN \$85K ON INSTRUMENT REPAIR

MedPricer brings savings and simplification to surgical instrument repair contract negotiations

An IDN in New York sought to negotiate a contract for Surgical Instrument Repair. The size of the product list and clinician requirements made paper-based negotiation highly inefficient and time consuming.



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 1-hour live negotiation on the MedPricer electronic negotiation platform.



MEDPRICER E-SOURCING BENEFITS

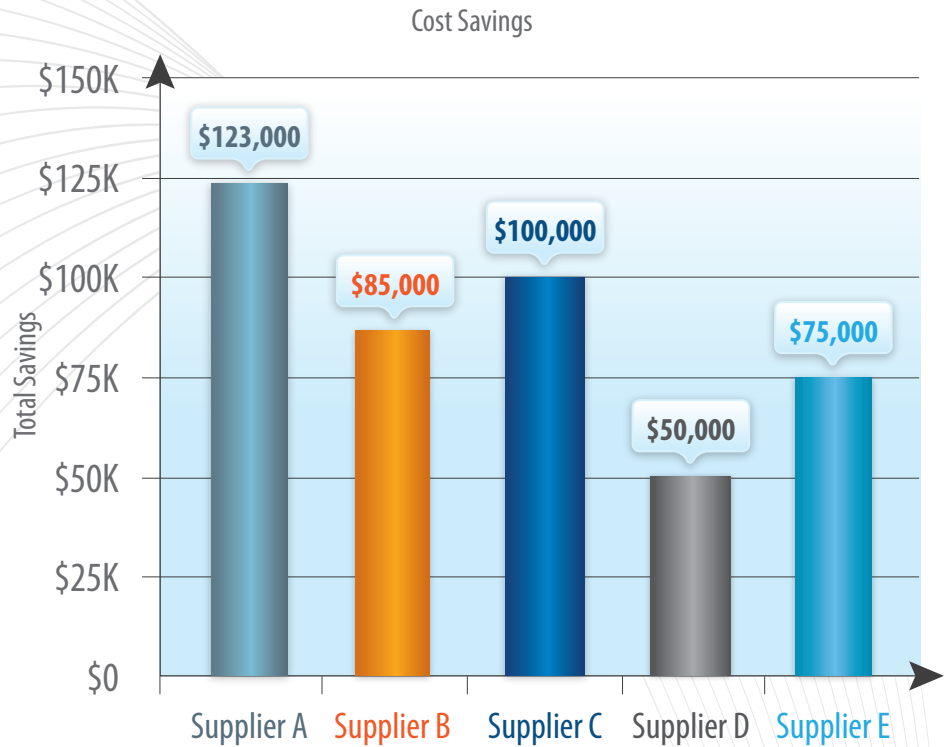
- » Avg. Contract Savings of 17%
- » 4-6 Week e-RFP Cycle
- » Easy Online Bid Comparison
- » Experienced Sourcing Support Team

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 six-figure savings for the client. The following graph identifies the total cost savings achieved from each of the five suppliers using the MedPricer process:



The MedPricer e-Sourcing process resulted in \$85K in savings from the Client's preferred instrument repair supplier.

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.

