



MEDPRICER CUSTOMER SUCCESS STORY

CUSTOMER

A Mid-Atlantic hospital

CATEGORY

Volume ventilators

CHALLENGE

Negotiate the best pricing and terms on ventilators needed for a building expansion.

PROJECT TIMELINE

Six weeks

WHAT MEDPRICER DID

- » RFP creation and implementation
- » Real-time contract negotiation via MedPricer's e-RFP platform
- » Review and Analysis of Client-defined terms and conditions
- » Bid evaluation based on combination of price, products, service terms, and value adds
- » Pre- and Post-Bid Financial Impact Analysis

OUTCOME

Savings of \$173,000 (25%) over past pricing.

MID-ATLANTIC HOSPITAL SAVES 25% ON VOLUME VENTILATORS

E-Sourcing of volume ventilators is just one example of how MedPricer saved this hospital over 20% in a large facilities expansion project.

A hospital in the Mid-Atlantic region added two new buildings during a facilities expansion. The Client asked MedPricer to negotiate the purchase of all new equipment for these buildings. With over \$20 million in contracts to date,



MedPricer has secured an average 20% savings for the Client.

The negotiation of volume ventilators is one example of how MedPricer secured significant cost savings for the Client.

The MedPricer e-RFP Process

MedPricer prepared and distributed an RFP to three suppliers and hosted a 1-hour live negotiation on the MedPricer electronic negotiation platform. The MedPricer RFP process resulted in 25% cost savings for the client.



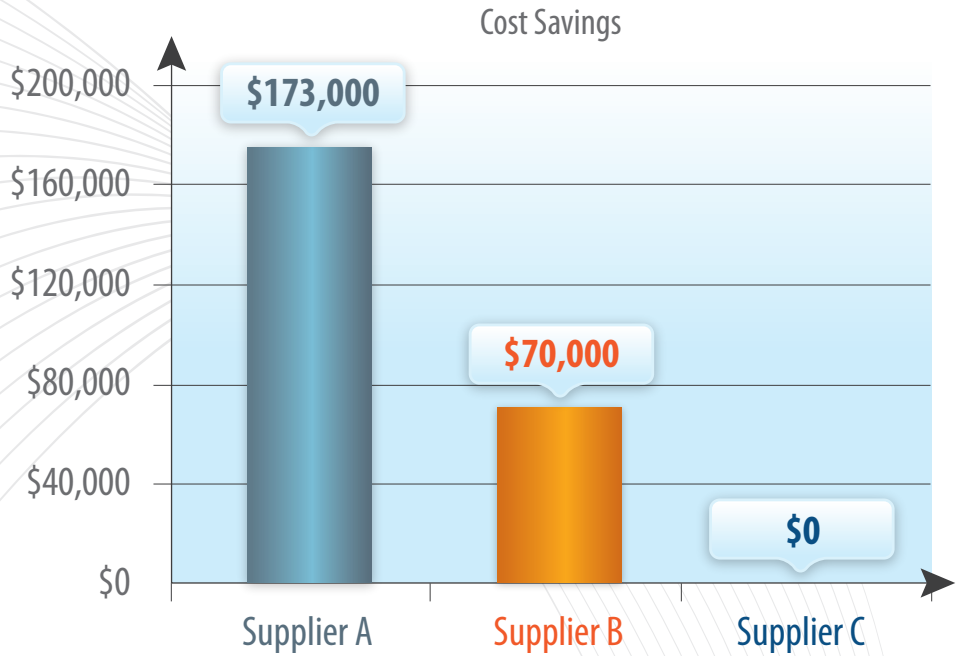
MEDPRICER E-SOURCING BENEFITS

- » 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



Savings achieved from each of the three suppliers using the MedPricer process.

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.

