

Value Analysis Program

Advancing and Advising Value Analysis Programs

Reduce Time. Save Money. Increase Profitability.

Is your Value Analysis Program contributing to the ongoing improvement of clinical quality and cost effectiveness within your organization?

SHS and our Value Analysis Professionals are here to provide your organization the resources and tools needed to develop, advance and advise your Value Analysis Program.

Value Analysis Statement of Purpose: Healthcare value analysis contributes to optimal patient outcomes through an evidenced-based systematic approach to review healthcare products, equipment, technology and services. Using recognized practices, organizational resources collaborate to evaluate clinical efficacy, appropriate use and safety for the greatest financial value.

Source: AHVAP (Association of Healthcare Value Analysis Professionals)

As a member of the AHVAP, SHS and our Value Analysis (VA) professionals are focused on assessing and leveraging best practices to implement a Value Analysis Program specifically tailored for your organization and its goals.

THE SHS DIFFERENCE

SHS is a firm founded by supply chain professionals for supply chain professionals. Most third party advisory firms charge high fees for 100+ page reports containing flawed assumptions, unrealistic savings projections, no prioritization of objectives, and no implementation support.

With over 20 years of industry experience we put client satisfaction at the center of every engagement. Every project has three goals:

- The ROI is measurable and evident
- Project objectives are clear with ample implementation support from SHS to get the job done
- SHS feels like an extension of your team – not a third party firm

SHS will build the Value Analysis structure through the following steps:

- Obtain C-Suite support and buy-in for the Value Analysis process and team structure.
- Establish VA Steering Committee and select members.
- Establish Actions Teams and members for the various areas (Surgery, CV, Imaging, Nursing, Support Services, etc.).
- Establish Value Analysis process flow and requirements for new product approvals.
- Develop the necessary forms and templates to be used to support the process flow of new product evaluations and approval.
- Schedule kick-off meetings with all teams to establish roles, responsibilities, and expectations. It's at this meeting we can begin to solicit the initial cost savings ideas for the Steering Committee to consider.
- Establish on-going meeting schedule for Steering Committee and Action Teams.

SHS Value Analysis Program Benefits:

- Improve the clinical quality and cost effectiveness of your purchasing process.
- Ensure the appropriate Value Analysis Action Teams and members are identified.
- Develop a Value Analysis management structure and strategy that aligns with organizational goals.
- Build a clear Value Analysis product approval process flow.
- On-going documentation of all decisions made and saving achieved.
- SHS will provide resources to oversee implementation and on-going VA meetings to ensure success.



Strategic Healthcare Services

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ADDITIONAL SHS SERVICES

- Strategic Sourcing/PPI Contracting (50+ categories)
 - Supply Chain Operations Assessment
 - Custom Procedure Pack Cost Reduction
 - Value Analysis Team Development & Implementation
 - Distribution Optimization & Consulting
 - Interim Supply Chain Leadership
 - Purchased Services Cost Reduction (100+ categories)
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|------------------------|-------------------------|
| Clinical Engineering | Food Services |
| Clinical Services | Health Information |
| Environmental Services | Management |
| Facilities | Office-Related Products |
| Financial Services | Telecommunications |

SHS

Strategic Healthcare Services, LLC

We are a supply chain consulting firm specializing in strategic sourcing, clinical spend management, supply chain operations, purchased services, and distribution solutions. With over 20 years of hospital supply chain experience, SHS's goal is to leverage our expertise to create a partnership with our hospital clients to optimize supply chain processes and reduce costs without compromising patient care quality.

Joseph A. Jackson

Managing Director
404.664.2719
jjackson@shs.us.com

Joel R. Appleberry

Director of Operations
630.485.9996
jappleberry@shs.us.com

shs.us.com