

# Custom Procedure Packs

Customized Sterilization Solutions to Fit Your Needs

Reduce Time. Save Money. Increase Profitability.

Do more, efficiently and cost-effectively.  
All with best-in-class quality.

Every day your O.R. is under pressure to do more. Improve patient care. Bring down expenses. Deliver higher quality. The demands never stop. Our supplier partner, American Contract Systems (ACS), can help.

We understand your unique needs and tailor solutions to drive results. Every surgical procedure. Every surgical pack. Every operational cost. We dig into O.R. challenges until we unearth faster, smarter, more cost-effective ways for you to get things done.

Strategic Healthcare Services (SHS) Project Management professionals have the product experience and industry expertise to facilitate and manage a smooth transition from your incumbent custom pack provider. Post transition, SHS will work with your organization to optimize your custom packs for increased savings while maintaining the highest quality standards.

## 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

## TRANSPARENCY AND CONTROL



The ACS model for CPT delivery was created to make it simple, easy, and cost effective for hospitals to manage the quality and cost of their custom packs. Your organization's staff controls and approves all products in the packs.

## Key Differentiators and Operational Benefits of the ACS Custom Packs

- Average Savings 25% – 30% from current price.
- Packs are built with the same products being used in your current packs.
- We do not manufacture products or have any financial interest in the products contained in your custom pack.
  - Our competitors typically will have a financial interest in which products go into your custom pack.
- Our revenue is derived ONLY from the packaging and sterilization processes.
- Each custom pack will contain the cost for each item in the pack, the labor costs to build the pack, and the sterilization cost.
  - Competitors will only provide the total price of the pack.
- The cost for products in the packs is chosen from the lowest price of three sources:
  - ACS contract.
  - Your hospital's GPO contract.
  - Your hospital's local agreement.
- Changes to the packs can typically be implemented in 45 days.
- ACS has national agreements with Vizient and Premier.
  - Custom agreements with other national GPOs can be developed.
  - Local agreements can be made with your hospital directly.
- Distribution Agreements are in place with Medline, Cardinal, Owens & Minor, and Concordance Healthcare.



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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)

Clinical Engineering  
Clinical Services  
Environmental Services  
Facilities  
Financial Services

Food Services  
Health Information Management  
Office-Related Products  
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.

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