

Strategic Sourcing

Providing Innovative Clinical Spend Management Solutions

Reduce Time. Save Money. Increase Profitability.

INDUSTRY PROBLEM

Clinical product sourcing projects are manual, time consuming, and have high opportunity costs for most hospitals.

THE SHS SOLUTION

Our Strategic Sourcing offers the optimal combination of technology and professional services to quickly unlock savings across 50+ clinical spend categories.

PARTNERING WITH OUR HOSPITAL CLIENTS

SHS works with our hospital clients to accumulate and interpret their data to identify opportunities for increased profit and growth. We work closely with senior hospital administration, clinicians, and suppliers during the analysis to gain their trust and support. We facilitate supplier negotiations, implement new pricing, and measure savings/revenue growth by ensuring contract compliance.

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

UNSURPASSED DATA & TECHNOLOGY

SHS has a partnership with Curvo – an innovative spend management technology company. Curvo's technology platform provides enhanced analytics, substantial reduction in contract cycle time, and automated comparison of your spending to market performance. The market pricing information collected can be packaged and sent to suppliers electronically as the basis for an RFP. In turn, the suppliers respond electronically to RFP's enabling accelerated offer comparison and evaluation.

Through our service offering we are able to identify and achieve significant financial improvements for your organization:

● Data Management & Enrichment

- Spend history for clinical preference items are electronically broken down into over 50 product categories for expedited prioritization of cost savings projects.
- Algorithms scan your spend history, identify products, suppliers, and compare your price performance against other hospitals.

● Product Price Benchmarking

- Cost benchmarking dataset includes:
 - 450 hospitals
 - \$15 billion in purchasing spend
 - The relationship between price paid and volume of purchases at other hospitals by product category

● Cost Reduction Strategy Development

- Develop comprehensive clinical supply savings & strategic implementation plan.
- Develop clinician communication and alignment strategy.

● Cost Reduction Negotiation and Implementation

- Negotiate & partner with suppliers.
- Implement new pricing and strategy programs.

● Results Tracking

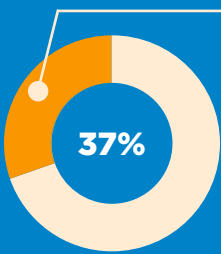
- Audit all clinical supply usage post implementation to ensure all savings goals are achieved and monitor contract compliance.



Strategic Healthcare Services

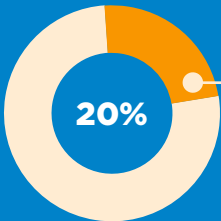
Reduce Time. Save Money. Increase Profitability.

OVERALL SUPPLY SPEND



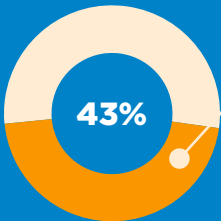
Med/Surg Products and Commodities

Hospitals receive contracting and analytical support through national and regional GPO's. However, additional savings potential exists via product consolidation. Electronically modeling savings scenarios via RFP's is critical to revealing additional savings in this category.



Pharmacy

The majority of hospitals tightly manage this category through strong national GPO contracts and pharmacy distributors.



Physician Preferred Items (PPI)

The spend in this category is growing exponentially. Due to the local preferences of surgeons, hospitals are on their own for the analytics, contracting, and support of this category. PPI savings potential remains high industry wide.

HOW WE WORK

Hospital

Analysis is completely data driven and precise down to specific supplier, product category, part number, and hospital.

Supplier

Supplier negotiations are targeted to achieve the greatest savings given product specific utilization, while developing a lasting partnership with a mutual focus on patient care.

Clinician

SHS actively engages your clinicians by sharing the product utilization, cost data, and savings scenarios in the applicable product categories. Involving clinicians early in the process to obtain feedback and buy-in is critical to success.

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	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.

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