

Supply Chain Management

Embrace Cost Savings and Optimize Quality

As hospitals and health systems shift to value-based care, changing reimbursement models and increasing costs put pressure on leaders to develop innovative solutions. This is a great opportunity for supply chain to align with all stakeholders to achieve a higher level of savings and efficiencies.

According to a 2018 study of 2,300 hospitals nationwide¹, unnecessary supply chain spending accounted for more than \$25 billion per year – an increase of more than 10 percent over 2017 levels. The study concluded that hospitals can save millions of dollars each year, without affecting quality, by improving their supply chain management practices.

Accumen's Supply Chain team partners with health systems, identifying immediate cost savings opportunities while utilizing the health system's existing supply chain resources. We manage over \$600M in annual supply chain and reference spend across more than 250 hospitals nationwide. Our unique model of engagement with our hospital and health system partners' executive leadership, and technical and operational staff achieves a level of savings beyond contract negotiations – without affecting quality or patient care.

Organizations that have partnered with Accumen for supply chain management have seen substantial results in a short time period. Our partners typically realize a 15 to 25 percent savings over a three-year partnership. **Accumen has saved more than \$90 million in supply chain expenses for our partners.**

The Opportunity

6 Ways Accumen Supply Chain Management Benefits Hospitals and Health Systems

1

Accumen supply chain services are 100 percent at risk. As a performance improvement partner, we only share in a portion of the true bottom-line cost savings that we generate, with no additional fees.

2

Accumen is constantly negotiating with vendors nationwide on behalf of our partners. That means we have real-time industry expertise and benchmarking that no other company can offer.

3

Accumen creates unique solutions for each of our health system partners. Accumen is not a Group Purchasing Organization (GPO), and for each opportunity we strive to create the greatest overall value for all parties.

4

Accumen's specialized processes and expertise enable us to eliminate inefficiencies, drive standardization, and negotiate more favorable pricing across the supply chain.

5

Accumen is a partner supporting the best overall clinical and financial outcomes, but all final decisions and vendor contracts remain with the health system.

6

Accumen provides unbiased analysis of available opportunities, allowing the health system to make more informed value-based decisions.

¹ <https://www.navigant.com/insights/healthcare/2018/supply-chain-analysis>



People

- Team of dedicated supply chain experts from inside and outside healthcare
- Deep subject matter expertise in clinical laboratory and imaging departments
- Change management expertise and execution discipline
- Extensive vendor relationships at local, regional, and national levels



Process

- Collaborative vendor contract negotiation process
- Deep dive analysis yields transparent findings, which are used to determine the cost impact of all available options
- All stakeholders are part of the decision-making process
- Whenever possible, vendor platforms and products are consolidated to drive economies of scale
- “Make versus buy” decision-making process is based on data, demand, and in-house capacity and equipment
- Accumen dedicates resources to drive execution and implementation for all initiatives



Technology

- Tools for optimizing the client’s test menu, including reviewing vendor platforms
- Comprehensive analysis of test utilization and financial impact
- Innovative benchmarking solution that identifies savings opportunities across the supply chain

Are you ready to embrace cost savings and optimize quality?

Find out more: Accumen.com/supply-chain-management/

ACCUMEN®

About Accumen Inc.

Accumen Inc. is a leading healthcare performance partner providing end-to-end strategy and services to drive value and sustainability for the clinical lab, patient blood management and imaging services. Accumen offers health system partners consulting, execution, utilization, and outreach solutions using a proven blueprint, innovative approach, and insight-driven proprietary technology. We partner with hospitals and health systems to set new standards of performance for healthcare delivery in speed, higher quality, increased patient safety, and a better patient experience that is sustainable. Accumen adds unprecedented value to its healthcare partners, helping them create healthier hospitals, and ultimately, healthier communities.

Accumen® – Accelerated Performance Delivered™

Find out more at Accumen.com

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