



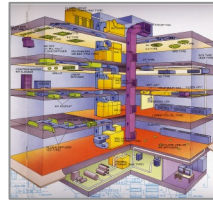
Solutions for a Stronger Bottom Line



Strategic Sourcing

Supplier spending often comprises 35-40% of a hospital's operating costs. This is a significant cost reduction opportunity.

Using deep subject matter expertise and a large real time database, our sourcing efforts deliver an average savings of 18%. Our team has worked with over 500 clients since 1992, with experience in over 100 spend categories. We consistently exceed GPO savings.



Energy Conservation

Hospitals are among the largest users of energy per sq ft. EPA estimates that an average of 30% of energy consumed by commercial buildings is wasted.

Our engineers evaluate your facility's mechanical systems, controls, and energy usage, identifying and implementing non-capital projects that reduce consumption and costs by 10-30%.



Surgical Staffing

Facilities often provide surgical first assistance without reimbursement. Surgeons often ask colleagues to assist in cases.

Our "in-sourcing" program provides trained professional surgical first assistants (SFA's) to hospitals and surgery centers to offset expenses, increase throughput, and provide the best possible support for surgeons and their patients.



Revenue Analytics

Few hospitals realize the revenue-generating power of their data.

Pricing. Mathematically implemented strategic pricing, optimization of price sensitive net revenue based on market position, patient mix, contracts, and your business rules.

Charge Capture. Analysis of charge data vs. a repository of standards. Analysis of completeness of claims to identify and realize revenue gains.

ICD-10. Analytics to identify areas of high vs. low risk and complexity, enabling better prioritization of efforts.