

CASE STUDY: ABOUTHEALTH LOOKING TO LEVERAGE SIZE TO MAXIMIZE SAVINGS



► SITUATION:

A consortium made up of six independently owned health systems in Wisconsin who collaborate to deliver quality and efficient healthcare wanted to utilize the negotiation power of their partnership with AboutHealth to find a solution to supplement each of its Member's current healthcare technology management needs while also reducing overall program costs.



CHALLENGES:

- While very effective in most purchasing scenarios, the Members' GPOs were limited on scope, latest trends and intricacies of structuring complex medical equipment and maintenance service contracts. AboutHealth wanted to structure a program with a healthcare technology management vendor that resulted in cost savings for all Member hospitals, while still ensuring each Member was able to maintain its current equipment service structure (in-house, outsourced, time & materials, etc.) and maintain desired level of coverage.

OTHER QUICK FACTS:

- Wanted to evaluate alternative service models and have guidance on measuring and comparing those possible models.
- One collective RFP needed to be created with the interests of each AboutHealth Member.
- The Consortium was looking for deliverables to include additional solutions for equipment lifecycle management, accurate inventory management, and assistance with cybersecurity on networked devices.

CASE STUDY: ABOUTHEALTH LOOKING TO LEVERAGE SIZE TO MAXIMIZE SAVINGS



► SOLUTION:

The Shared Savings Committee of AboutHealth conducted a search to find an industry expert to help identify solutions for cost savings on clinical engineering equipment. The expert would be utilized to help develop the RFP and provide guidance during the RFP process in conjunction with expanding the group's knowledge of industry trends, alternative service models, contract options, and ultimately helping to evaluate those options.

After a vetting process, ESP Global was chosen as the consultant.



"Leveraging Peter's expertise and background made the process more efficient. ESP is a true partner and is sincerely invested in the success of AboutHealth achieving our desired outcomes. We would have not gotten the results we did without ESP."

Erin Schipper
Director - Shared Savings
AboutHealth

► RESULTS:

ESP Global helped AboutHealth pursue a collective RFP, bringing new ideas along the way. Having a wide breadth of knowledge, and also having been in the equipment service industry for years, ESP was also able to save time in the process by knowing exactly which vendors to engage and whom at those organizations to reach out to. ESP also managed the process from a data and fact collecting standpoint, working directly with the vendors to ensure all questions were answered, all of which simplified the process for AboutHealth staff. The RFPs were deciphered by ESP and presented to AboutHealth Members, along with PROFORMAs to help the Client understand the difference in pricing they could pursue as a group versus each Member trying to navigate and negotiate on its own. Those evaluations were ultimately submitted to the Members for a decision and a mutual decision was made for all Members' healthcare technology management needs.

By leveraging the size of all AboutHealth Members' spend into a single opportunity, the consortium received a 24% reduction in their healthcare technology management expenses collectively.

For more information about ESP Global services, call us at 888-404-4377.