



HEALTHTRUST<sup>SM</sup>  
PURCHASED SERVICES

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2014 Purchased Services Summit

# HealthTrust – A Global GPO

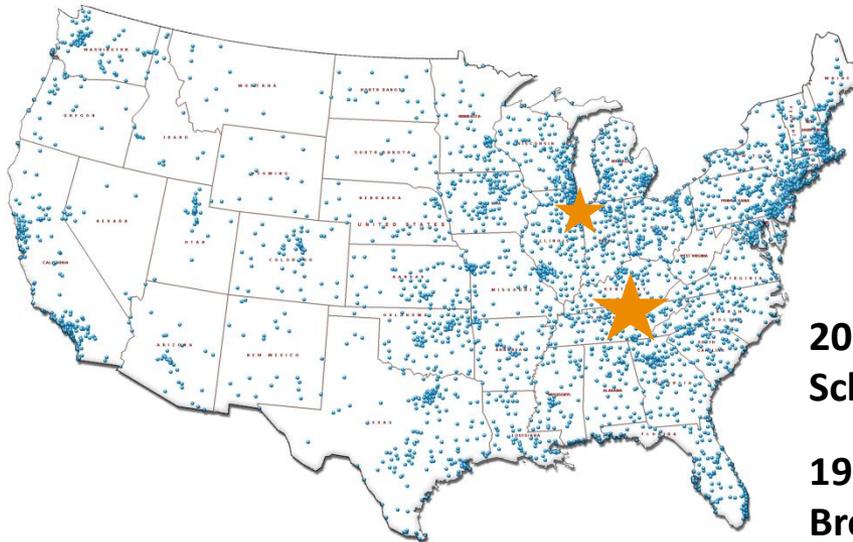
- Established in 1999
- Owned by four investor-owned and 10 not-for-profit institutions.
- Serving three market segments:
  - HealthTrust – 1,400+ hospitals
  - AdvantageTrust – 10,000+ sites
  - CoreTrust – 550+ non-healthcare companies



2010 – HealthTrust Europe,  
Birmingham, U.K.

2011 – CoreTrust Europe,  
London, England

2010 – Global Sourcing,  
Shanghai, China



2006 – AdvantageTrust,  
Schaumburg, IL

1999 – HealthTrust,  
Brentwood, TN



# The HealthTrust Mission

**OUR MISSION** Strengthening Provider performance and clinical excellence through an aligned membership model and the delivery of total cost management solutions, including a contract and service portfolio unparalleled in quality, scope and value.

- Committed Model
- Total Cost Management Solutions
- Driven by Member Advisory Boards
- Leveraging \$22.5 billion in annualized *compliant* purchasing volume

Committed Spend (\$ billions)



# Purchased Services Opportunity at HealthTrust

## The Purchased Services Mission

- Deliver a best-in-class Purchased Services portfolio built from an operator's perspective with sustainable savings.
- Deliver comprehensive client consulting services including opportunity analysis of spend and contract conversion support services.

## How We Execute on Our Mission

- Deep category and operations experience
- Extensive contract portfolio – broad coverage, combining national and local vendor agreements customized to support diverse provider needs
- Robust market intelligence – price and performance attributes dynamically refreshed via ongoing engagements for our clients