

# Purchased Services Panel









MedAssets is a **healthcare performance improvement** company

focused on helping providers realize **financial** and **operational gains**

so that they can **sustainably** serve the needs of their community.

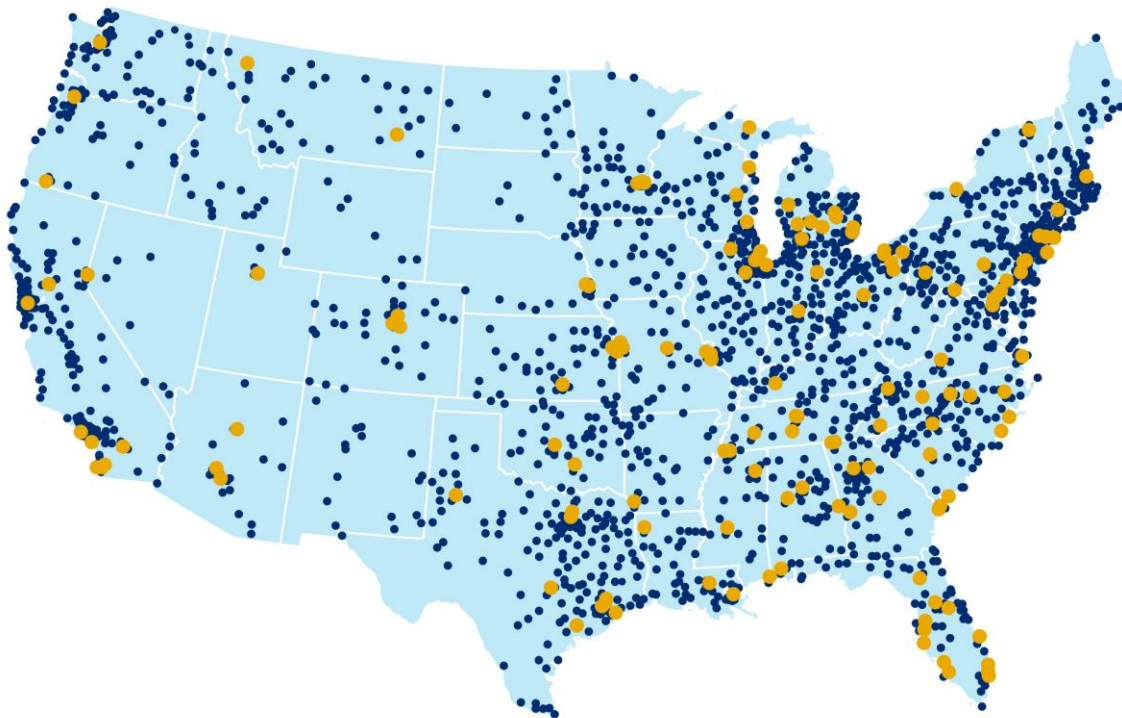
# A proven platform to help providers bridge the gap to a value-based environment

|   |  |   |   |
|---|--|---|---|
| <br><b>REDUCE<br/>TOTAL COST OF CARE</b>   | <br><b>ENHANCE<br/>OPERATIONAL EFFICIENCY</b>   | <br><b>ALIGN<br/>CLINICAL DELIVERY</b>   | <br><b>IMPROVE<br/>REVENUE PERFORMANCE</b>   |
| <b>OUR SOLUTIONS</b>  | <b>OUR SOLUTIONS</b>   | <b>OUR SOLUTIONS</b>  | <b>OUR SOLUTIONS</b>  |
| <b>OPTIMIZE COST MANAGEMENT PERFORMANCE</b><br>Supply Chain<br>Procure-to-Pay<br><br><b>ANALYZE UTILIZATION AND IMPROVE PERFORMANCE</b><br>Cost Analytics<br>Operational Analytics<br>Clinical Analytics<br><br><b>REDUCE NON-LABOR EXPENSE</b><br>Strategic Sourcing<br>Capital and Construction<br>Purchased Services | <b>OPTIMIZE OPERATIONAL PERFORMANCE</b><br>Operational Improvement<br>Organizational Development<br>Supply Chain<br>Procure-to-Pay<br>Operational Analytics<br>Revenue Cycle Performance<br>Recovery and Collections<br><br><b>MANAGE CLINICAL RESOURCE UTILIZATION</b><br>Clinical Resource Management<br>Operational Improvement<br>Clinical Analytics<br><br><b>IMPROVE CLINICAL LABOR UTILIZATION</b><br>Workforce | <b>OPTIMIZE CLINICAL RESOURCE UTILIZATION</b><br>Clinical Resource Management<br>Population Health<br>Clinical Analytics<br><br><b>IMPROVE QUALITY, PATIENT SATISFACTION AND SAFETY</b><br>Clinical Delivery<br>Purchased Services<br><br><b>MANAGE COORDINATION ACROSS THE CARE CONTINUUM</b><br>Population Health<br>Clinical Analytics | <b>OPTIMIZE FINANCIAL PERFORMANCE</b><br>Revenue Cycle Performance<br>Revenue Cycle Analytics<br>Recovery and Collections<br><br><b>ALIGN REIMBURSEMENT STRATEGIES</b><br>Patient Access<br>Claims and Billing<br>Contract and Episode Management<br><br><b>ACHIEVE ACCURACY AND COMPLIANCE</b><br>Charge, Pricing and Compliance |



# Breadth and depth of experience

MedAssets manages \$50B in spend, touches \$365B in patient revenues, and has delivered more than \$3B in realized savings for our clients



*Founded in 1999*  
*3,000+ Employees*

## NUMBER OF CUSTOMERS

|   |                |
|---|----------------|
| <b>Total Acute Care Hospitals</b><br><i>180+ health systems</i> | <b>4,200+</b>  |
| <b>Total Non-Acute Providers</b>                                | <b>122,000</b> |

- Health System
- Community Providers

# Charitable outreach: Improving lives. Improving communities

Our philosophy: to lend a hand to those in need through our Heart & Soul volunteer program and support of outside organizations



Hire Heroes USA



Mully Children's  
Family Foundation



# Overview of Products/Services

## Purchased Services

**National Contract Portfolio : Examples** - IT Products & Distribution, Wireless Services, Medical Services, Transcription, Document Storage & Shredding, Print Management Services, Waste Stream Solutions, Facility Services, Food Procurement and Distribution

**Support Services: Flexibility to address client specific needs:** - Outsourced Food and Nutrition Services, Environmental Services, Patient Transport and Call Center, Laundry and Linen, Plant Operations Management, and Clinical Equipment Services.

### Core Solutions and Partnerships:

Examples:

MedAssets Managed Equipment Solution reduces costs associated with asset management practices through equipment buyout, cash infusion, maintenance, tracking, infection control, per use billing and fleet optimization.

Insurance Solution offers life and disability insurance for healthcare organizations' employees for typically a minimum 10% savings.

Energy Cost Management reduces commodity energy and delivery costs to healthcare organizations through combination of negotiations, economic forecasts and risk tolerance.

# Advice to Service Suppliers for contracting with our Sourcing Teams

- Register and review the category bid calendar on our website
  - [www.MedAssets.com](http://www.MedAssets.com) >> Suppliers >> Prospective Suppliers
- Reach out to the MedAssets purchased services sourcing team
  - Will Gowan, Vice President Sourcing
- Provide examples of our members that utilize your services and solutions
- Prepare a “green dollar” ROI analysis or case study that addresses typical savings
- Consider attending the Business and Technology Forum if your solution is considered “new technology” or a cutting edge solution that addresses direct costs and provides improved patient outcomes
- Consider a plan to work with our Client Management teams on specific client opportunities
- Collaborate with the discipline leader or contract manager at MedAssets on marketing strategies



**MedAssets®**