



## PROVIDER TYPE

Affiliation of urban community hospitals

## PROJECT

Volume aggregation and supply chain integration

## APPROACH

- Created an aggregation group with the purpose of leveraging scale and creating price parity, contract optimization, and combined contracting initiatives
  - Developed a governance structure and communications plan inclusive of a steering committee of hospital leadership, a project workgroup, and Acurity and Nexera project managers, analysts, and subject matter experts
  - Took a three-phase approach, including the evaluation of purchasing opportunities, contract management, and the development of an operational structure
- Assessed the current state of purchasing and contracting within the supply chain, with special attention to variation in processes and technology between hospitals
- Prioritized recommendations for cost reduction projects and operational improvement, followed by implementation support



## PROVIDER TYPE

Affiliated hospital and health system

## PROJECT

Supply chain aggregation

## APPROACH

- As part of a larger effort to improve service and care through collaborative efforts, Acurity and Nexera developed a strategy to help the newly affiliated providers reduce costs by leveraging their collective size and scale
- Focused on price parity by aggregating GPO spend and moving contract pricing to best tier
- Negotiated and implemented custom GPO contracts
- Created a single database of affiliate hospital spend to identify saving opportunities and monitor spend
- Developed a governance and decision-making structure to manage the project that included Acurity and Nexera project managers and analysts
- Ensured the proper implementation of all strategies as well as a plan for adding additional entities should the system affiliation expand



**PROVIDER TYPE**

Newly merged hospital and health system

**PROJECT**

Cost reduction

**APPROACH**

- Provided an assessment and quantification of supply chain opportunities through analysis of each organization’s spend areas (i.e., supplies and purchased services), including benchmarking and consolidation analysis
- Examined supply chain opportunities for contracting, utilization, contract tier enhancement, consolidation, capitation, and standardization
- Reviewed current organizational spend areas, spend benchmarks, and saving opportunities via matched spend and cost reduction (utilization, consolidation, etc.)
- Provided recommendations and key implementation steps



**PROVIDER TYPE**

Rapidly expanding, integrated healthcare network

**PROJECT**

Supply chain innovation

**APPROACH**

- At provider’s request, created a project plan to ensure the network’s continuous improvement and advancement at the outset of recent acquisitions
- Assessed current state operations and costs in an effort to recommend opportunities for future state best practice supply chain operations
- Met with key stakeholders (leadership, physicians, clinicians, and ancillary staff) to understand current and future needs and to clinically align the supply chain with the organization’s strategic plan, including delivering higher value with less and taking a holistic approach to expense management
- Focused most directly on the following:
  - **Cost reduction opportunities:** Reviewed expense data, utilization, standardization, product mix, reimbursement analysis, case profitability, and more. Employed Nexera’s Analytics Explorer® tool to provide actionable, customized data reporting that was used to support supply chain, service line, and physician analytics and foster strategic savings goals as well as service line and physician costs versus quality reporting needs.
  - **Supply chain management and operations:** Provided a quantitative and qualitative data review and analysis, conducted key stakeholder interviews, and toured supply chain and clinical areas.
  - **The creation of a strategic roadmap using a cost, quality, and outcomes approach:** Provided transformation and innovation strategies that align with the value-based goals of the organization. Identified immediate actions that can be taken by the supply chain program to transition to a strategic model as well as more long-term areas of opportunity.