



**INTALERE**<sup>SM</sup>  
ELEVATING THE HEALTH OF HEALTHCARE

# Intalere Clinical Advantage



Intalere Clinical Advantage offers a proven strategy for reducing high-dollar implant costs while positively impacting clinical outcomes and physician support. This approach brings physicians, healthcare executives and materials managers together to work toward a common goal of reducing implant costs while improving patient care.

## Our Value

Intalere Clinical Advantage is designed to facilitate savings by:

- Reducing costs up to 20 percent across all physician and clinician preference items.
- Engaging and collaborating with physicians to develop key relationships supported through evidence-based outcomes.
- Improving quality outcomes.
- Implementing a customized, collaborative process involving hospital leadership and physician champions all working towards the same goal.

## Intalere Clinical Advantage Initiatives and Targets

- Trauma
- Total Joint Replacement (TJR)
- Spine
- Crania-Maxillofacial (CMF)
- Tissue/Biologics
- Cardiology
  - o Cardiac Rhythm Management (CRM)
  - o Stents
  - o Interventional Cardiac Radiology
- Valves and Rings
- Perfusion
- Cell Saver
- Cardio-Vascular Grafting
- GI/GU Implants
- Endoscopy
- Bladder Fixation
- Pelvic Floor Fixation

Standardization is NOT a requirement and there are no minimum spend requirements per category. You can customize your engagement.

“The cost reduction of up to 20 percent is quite significant and these are savings that have trickled right down to our bottom line. But just as important, it does not require the physicians to change what they are using and it did not change anything as it relates to the reps that support our organization.”

**Dorance Dillon**  
**Director of Supply Chain**  
**Management**  
**Yavapai Regional Medical**  
**Center**



## Learn More

Contact us today to learn more about  
Intalere Clinical Advantage:  
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# Intalere Clinical Advantage

## Intalere Clinical Advantage Program Assessment Process

Traditional Engagement*
<ul style="list-style-type: none"> <li>• Full analysis.</li> <li>• Price negotiation.</li> <li>• Establishment of new agreements.</li> <li>• Implementation.</li> <li>• Follow-up visit 90-120 days after implementation to ensure pricing is in effect across category and to measure initial performance.</li> </ul>

\*Pricing based on customized selections and is fixed with no additional costs.

## Savings Examples

Product Area	% Savings
Total Joint Replacement	27%
Spine	10%
Cardiac Rhythm Management	11%
Cardiac Cath Lab	8%
Average Total Savings	20%

## Our Team

Experienced clinical consultants with extensive product and market knowledge will work with you from initial engagement and identification through implementation. Intalere Clinical Advantage specialists offer superior product knowledge, data analysis and communication skills, and extensive consulting experience in driving savings for multiple product categories. They will help you accurately target and deliver on proposed savings with a process as efficient and predictable as possible.

### About Intalere

Intalere's mission focuses on elevating the operational health of America's healthcare providers by designing tailored, smart solutions that deliver optimal cost, quality and clinical outcomes. We strive to be the essential partner for operational excellence in healthcare through customized solutions that address customers' individual needs. We assist our customers in managing their entire non-labor spend, providing innovative technologies, products and services, and leveraging the best practices of a provider-led model.

### Intalere

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