



INTALERESM
ELEVATING THE HEALTH OF HEALTHCARE

Intalere Savings Roadmap

Intalere Savings Roadmap[®] enhances the decision-making process to help reduce costs and improve quality at your facility. This spend analytics tool transforms your raw purchase data into a format that allows for focused, strategic decision making.

Our Value

Intalere Savings Roadmap is a dynamic spend analytics tool compiled by the Intalere Diagnostix team who analyze and compare a provider's current spend with Intalere's portfolio of product and service contracts to identify savings opportunities. This thorough analysis — including line item detail — displays all of the factors necessary to make decisions on contracts, such as:

- Total spend per contract.
- Current versus Intalere costs.
- Standardization status.
- Product category.
- Specific tier level applied.
- Letter of commitment form status.

In the past three years, Intalere delivered more than 2,100 Intalere Savings Roadmaps to provide clarity and direction to our C-suite executive members, resulting in more than \$75 million in identified savings opportunities.

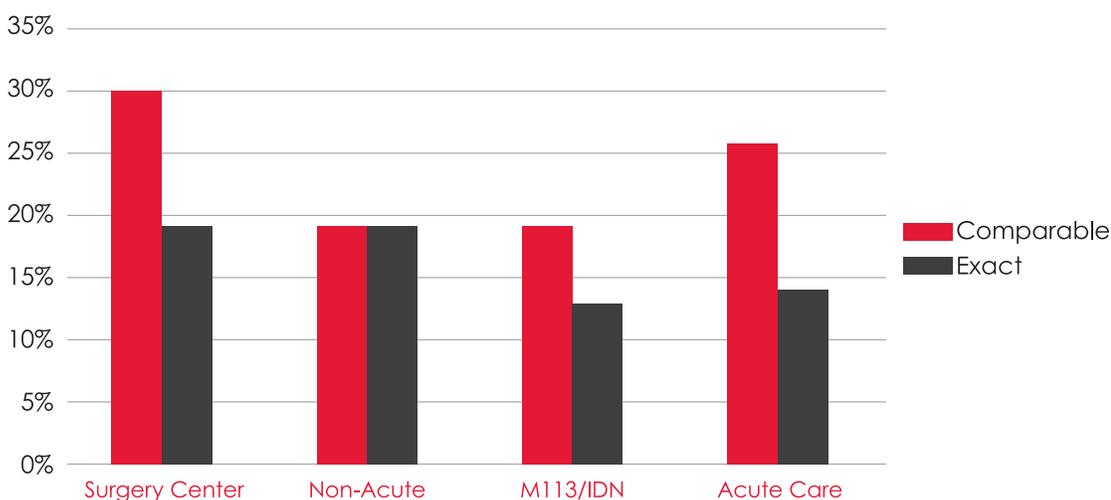


Learn More

For more information contact:
877-711-5600
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Documented Savings by Class of Trade

Exact Match Savings = 13 percent; Comparable Conversion Savings = 22 percent



Positive savings documented in Roadmaps completed in 2014. Savings were calculated based on facility actual current cost, compared to Intalere contract price.



Intalere Savings Roadmap

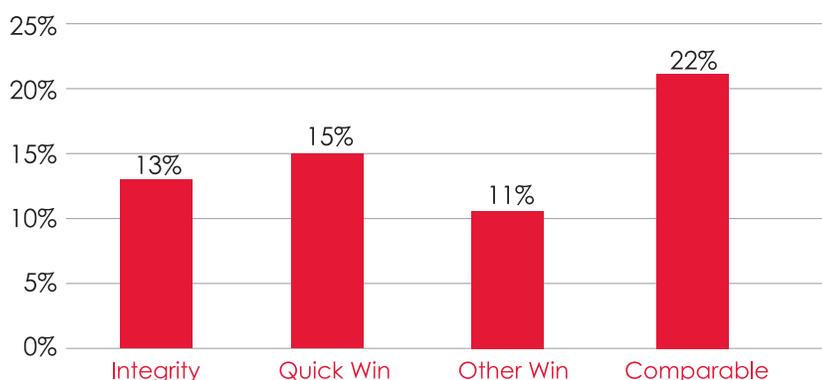
Savings Categories

Savings opportunities identified in the Intalere Savings Roadmap are organized into several categories to assist in focusing on the appropriate implementation steps. These opportunities are documented at both the line item detail and contract level to assist in interpreting the results. The following four key savings categories are used:

- **Quick Wins:** Healthcare providers value the opportunity to obtain immediate price savings with the stroke of a pen - signing a letter of commitment for a product category that is already in place. Quick Wins are the exact contract matches between the facility's current spend and the Intalere portfolio.
- **Comparables:** Many of the most compelling and worthwhile savings opportunities can be found in the area of conversions to comparable products from different manufacturers. Intalere actively engages a facility's supply chain and clinical leaders to facilitate consideration, evaluation and implementation of realistic product conversion opportunities from Intalere's portfolio of respected product lines.
- **Price Integrity:** All too frequently the complexity of the healthcare supply chain results in pricing issues. Intalere plays an active role in identifying the price integrity questions, then assisting with contracting suppliers and ensuring the appropriate pricing is loaded. After identification of all pricing disconnects, Intalere reviews for signed forms, supplier reporting and original tier level commitment.
- **Tier Optimization:** Maximizing the benefit that you can receive from a contract is important, and sometimes it is challenging to make this determination. By pairing current spend information within a product category with contract tier requirements, Intalere will assist in finding the highest tier available.

Positive Savings Category Breakdown

Intalere Savings Roadmap averages 17 percent in identified savings



Facility spend falls into four main categories. No surprise is the fact that Comparables represents the largest savings opportunity for Intalere members.

Our Team

Intalere's exclusive field support and member solutions teams take an active role in implementing and reporting the results of every contract opportunity. Intalere can also provide custom supply chain consulting in the areas of supply chain assessment, strategic expense reduction strategies, on-site contract utilization management, mentoring and education, strategic and operational benchmarking strategies, and placement of on-site interim contracted materials management experts.

Required Data:

1. Item Description
2. Manufacturer Item #
3. Full Manufacturer Name
4. Distributor Item #
5. Distributor Name
6. Quantity Purchased
7. UOM (quantity in the BX, CS, PK)
8. Facility Unit Cost (must reflect current price or last price paid)

Recommended Data:

1. Packaging String
2. Invoice Date
3. PO #

Optional Data:

1. Facility Internal Item #
2. Price Source

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