

Providing a Clear View to Benchmarked Pricing and Contract Compliance

Both Gartner and Forrester recognize strategic sourcing application suites as critical drivers of operational efficiencies, cost reductions, and contracting compliance. TractManager Holdings is the only company in healthcare offering this powerful enterprise suite.

Based in Dallas, Texas, our **MD Buyline** division provides hospitals with broad and deep strategic sourcing data, consultation, and advisory services in medical Capital equipment and technology, Consumables, and Purchased Services.

Our **MediTract** division, based in Chattanooga, Tennessee, provides an enterprise contract lifecycle management solution with integrated compliance tools to hospitals and non-acute care facilities including long-term care and behavioral healthcare. Both solutions are SaaS-based, serve 80% of hospitals across the nation, and employ over 200 highly-skilled professionals.

Component 1: Strategic Sourcing

MD Buyline's team of 50 Research Analysts is staffed with experienced hospital veterans who managed Radiology, Lab, Dialysis and Bio-Med departments, for example, as well as clinicians with advanced certifications and graduate degrees in critical care and medical management. These experts provide hospital clients with over 62,000 quote analyses annually, ensuring they have the most current and accurate information to guide their purchasing decisions.

From da Vinci surgical systems to implants, our analysts offer expert consultation in areas spanning emerging technologies, current user satisfaction ratings on medical capital equipment, vendor roadmaps and marketshare, vendor negotiation strategies, and best practices in service contract pricing and terms.

Hospital clients can request an RFI on the top vendors in a particular technology or equipment niche, and then review the report with the analyst(s) who researched and authored it. No other strategic sourcing company offers these wrap-around advisory services.

Component 2: Contract Lifecycle Management

Our MediTract division provides over a quarter of the nation's hospitals with an enterprise contract lifecycle management platform that ensures compliance as it automates and streamlines the workflow and processes of contract creation, editing, execution and management.

We enable hospitals to manage every contract from every department on a single system. As an enterprise platform, MediTract administers the most complex physician contracts as well as "one-off," non-standard vendor contracts and every permutation in between.

Our hospital clients appreciate the peace of mind that comes with complete visibility into contracting compliance across the organization. Considered *the gold standard* in contract lifecycle management, MediTract is at the forefront of the complex, and continually evolving regulatory environment, and has integrated a full suite of hospital compliance components on the platform.

Online *Conflict of Interest Disclosure Statements* (COIDS) help our clients meet regulatory requirements, and our online *Time and Effort Record Management* (TERM) for physicians achieves the same critical objective. We also provide online *Vendor Evaluation Forms* to assist hospitals in gaining user insight into vendor performance.

Component 3: Peace of Mind

We help you secure optimal pricing through accurate pricing analyses, and enable you--post-acquisition--to manage your contracts efficiently and compliantly. If you need a clear view of benchmark pricing and contracting compliance, we have the strategic sourcing application suite that provides it.