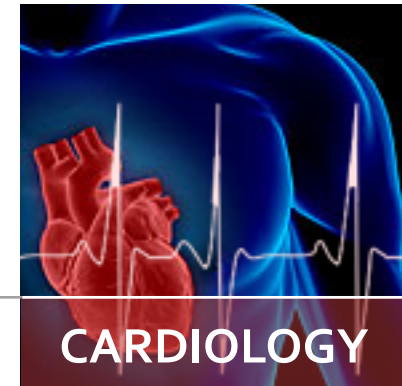


Success Story: Large U.S. IDN

Multiple Facilities | 24,500 Beds | Based in 29 States



SOLUTIONS: Buyline Consumables

Challenge

- Large U.S. IDN with 6 regions
- Drug-eluting stents acquired on a per-hospital basis
- Multiple vendors, inconsistent pricing by region and facility
- Contracted for two types of drug-eluting stents:
 - Paclitaxel
 - Limus family

Solution

- Assembled multiple cost and savings models:
 - System level pricing
 - Regional pricing
 - Market share pricing
 - Capped model
- Presented clinical, pricing data recommending elimination of Paclitaxel stents

Impact

- Added contract clauses:
 - Protecting provider if vendor unable to supply stents
 - If stent is phased out and replaced, price remains flat
- Eliminating Paclitaxel reduced chances of adverse patient outcomes, including:
 - Length of anti-platelet therapy, acute M.I., late thrombosis



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IDENTIFIED SAVINGS OF

\$15.8 MILLION

