

# Source & Negotiate

## *Better Healthcare Decisions Begin with Better Data.*

TractManager's Capital Market Intelligence solution helps health systems align strategic and clinical priorities with the realities of capital planning, research, and approval. Assembling multiple data sources — from evidence-based clinical research and secondary market capital pricing and disposition, to our proprietary capital purchasing insights and negotiation experts — into a single solution, Capital Market Intelligence delivers maximum visibility into your sourcing projects.

10% AVERAGE SAVINGS	\$12B+ IN MEDICAL TECHNOLOGIES	6%–9% ANNUAL SAVINGS	3% IMPROVED MARGINS
From industry-leading quote database and analysis.	Benchmarked and accessible through our proprietary Deals Database.	Average annual savings off best and final offers using TractManager negotiation services.	Our solutions and services improve operating margins by up to 3%.

- ▶ Achieve savings targets and recoup budgetary shortfalls.
- ▶ Equip yourself with a 360-degree view of each purchase, including price, configuration, service contracts, and ROI over time.
- ▶ See how clinical effectiveness and other factors affect total cost of ownership.
- ▶ Gain more insight into capital purchasing risks and opportunities.
- ▶ Save an additional 6–9 percent annually with optional negotiation services.

We integrate multiple quantitative and qualitative data sources into an easy-to-use, cloud-based dashboard, enabling a more collaborative, confident, and transparent capital budgeting and sourcing program.

## FREE 30-DAY TRIAL:

To request your Capital Market Intelligence free trial, visit [www.tractmanager.com/capital-free-trial](http://www.tractmanager.com/capital-free-trial) today!



### ADVANCED END-TO-END HEALTHCARE SUPPLY CHAIN WORKFLOW SOLUTION

#### *Strategic Planning & Budgeting*

- Tighten ROI models and eliminate “educated guessing.”

#### *Product & Technology Research*

- Explore comparative technologies and secondary market options.

#### *Decision Workflow*

- Share RFP, recall, financial, and other data via collaborative workflow.

#### *Quote Evaluation*

- Objective analysis from unbiased healthcare sourcing experts.

#### *Vendor Negotiations*

- Receive true fair-market value for existing inventory.

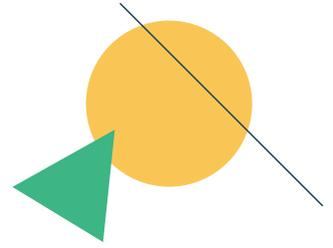


How Can We Help You?

[www.tractmanager.com](http://www.tractmanager.com) | [info@tractmanager.com](mailto:info@tractmanager.com)

## Supporting Healthcare's Unsung Heroes

TractManager delivers maximum insight into, and control over, the ripple effect that any capital purchase might have upon revenue, return on investment, and clinical effectiveness.



### Integrated Provider Evidence

Combines world-class market research, unbiased clinical evidence, and a proprietary database that benchmarks the efficacy of health technologies.

- Understand utilization, standardize practices and products.
- Prioritize technologies that will have the most strategic impact.

### Price Benchmarking

A foundation of financial best practices supports outcomes-based benchmarking. This offers finance teams confidence at every stage in the strategic sourcing process.

- Identify and compare key differences between capital equipment and technologies and their vendors.
- Eliminate inaccurate, out-of-date pricing or vendor influence.

### Quote & Contract Analysis

Get objective analyses from our unbiased healthcare sourcing experts, including component-level and service contract details, analysis, and pricing recommendations.

- Request custom quote analyses and product comparisons.
- Develop a comprehensive and cost-effective sourcing strategy.

### Sourcing Support Services

- Rely on our expert team for custom analyses, facilities planning, or expansion support.
- Expand options for the inventory and disposal of medical equipment.
- Recapture budget shortfalls and replace faulty or inadequate technology.

### Negotiation Services

With bargaining power accrued from \$3.5 billion of successful negotiations, our service contract negotiation experts capture identified savings on your behalf.

- Pay-for-performance shared-savings model: pay a percentage of captured savings.



## FREE 30-DAY TRIAL:

To request your Capital Market Intelligence free trial, visit [www.tractmanager.com/capital-free-trial](http://www.tractmanager.com/capital-free-trial) today!



**TractManager**

Smarter Decisions. Smarter Healthcare.

TractManager empowers the unsung heroes who make healthcare organizations run, with insights and technology that lead to smarter decisions. From improved sourcing decisions, to compliant contract lifecycle management, to credentialing and provider management, we help people run their healthcare systems at peak efficiency, with minimal risk. And when that happens, something pretty wonderful happens — patients receive better care.

[www.tractmanager.com](http://www.tractmanager.com) | [info@tractmanager.com](mailto:info@tractmanager.com)