

Medical Supply Cost Management Services

Many organizations lack staffing and procurement expertise to secure best-in-class pricing. SIB uncovers medical supply-related savings on your behalf.

How Do I Know If We Are Overpaying for Medical Supplies?

- › It's our experience that it's not a matter of "if" you are overpaying, but "how much."
- › Our medical supply specialists have a proven track record maintaining a 100% success rate identifying tangible savings over the past 20 years.

SIB Can Help

- › We review your medical/surgical, pharmaceutical, and medical gas purchases against thousands of other locations nationwide.
- › We understand physician and medical staff preferences and work with existing vendors to achieve our benchmarked, apples-to-apples, target pricing without changing GPO, vendors, products, or service levels.
- › We do not charge any upfront fees for our services. We use a contingency-based model and only get paid when you save money.
- › Onboarding is easy and requires virtually none of your time. Simply provide an AP report (list of vendors with annual spend for each) and key vendor logins.
- › SIB's lead medical supply analyst has 30+ years of extensive experience in both clinical and material management aspects of medicine.

10%

Average Savings

Save on These Key Supply Categories

- Medical, Surgical, and Dental Consumables
- Pharmaceuticals
- Medical Waste
- Medical Gases

Typical Clients

- Hospitals
- Surgery Centers
- Skilled Nursing
- Urgent Care
- Dental Groups

Case Examples

> Leisure Care

Skilled Nursing Facility

- \$133,000 in annual medical supply savings across 50+ locations

> Orion Eye

Formerly Deschutes Eye Clinic

- \$97,000 in annual pharmaceutical savings across two locations

> Magee Rehabilitation Hospital

- \$74,000 in annual lab fee savings

> Family Health Care

National Association of Community Health Centers

- 61% savings in annual medical gas fees across six locations

> Iowa-Based Health Care Company

- Saved \$140,000+ in medical supplies for skilled nursing facilities
- We also saved our client \$300,000 in annual food costs.

Our Process



Collect Data

- Receive AP report and requested vendor logins.



Analyze

- Review vendor usage and establish baseline usage and pricing.



Negotiate

- Utilize our benchmarking average to achieve best-in-class pricing.



Implement

- Confirm new and improved pricing.



Validate

- Provide client with validation of savings report every month to confirm proper pricing.
- Continuously seek additional savings opportunities.

A Sample of Our Clients

