

ENHANCED PURCHASING SERVICES

Non-salary expense is an area hospitals can target to reduce expenses and generate cash for your hospital. But purchasing discounts alone don't impact your bottom line unless you have the tools to maximize the value of your group purchasing organization (GPO). QHR now offers *ENHANCED PURCHASING SERVICES*, a program that provides tools to help you manage non-salary expenses.

DELIVERABLES

QHR's Enhanced Purchasing Services (EPS) starts with your group purchasing agreement. We can work with your GPO or help you assess other GPO options. Annually, QHR will help you prepare a supply chain action plan designed to successfully implement the Hospital's supply chain goals and objectives. Ongoing benchmarking of your supply chain analytics will document supply chain improvement or identify areas of additional opportunity. Other purchasing enhancements include:

- QHR experts on demand to resolve contracting questions or vendor service issues
- Quarterly conference calls to discuss supply chain issues and cost reduction opportunities
- Annual disbursements (AP) review
- Capital equipment purchase price review for cost saving opportunities
- Access to QHR's Strategic Service Partner (SSP) program
- Network meetings

BENEFITS

In addition to helping you maximize your GPO program and supply chain performance, QHR extends your cost savings through access to our SSP program for specialized services in IT, hospital department management, PFS, and group purchasing (among others) -- a broad range of agreements not offered by traditional GPOs.

You benefit from our SSP program because QHR:

- Carefully evaluates the quality of SSP vendors before including them in the program
- Obtains preferred pricing and contract terms on your behalf
- Finds resources to help you Increase revenue, market share, and/or productivity

Finally, EPS clients have access to educational programs that focus on supply chain best practices. Through education and the EPS program, our consultants can help you move to the next level of savings through improved supply chain operations.

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QHR provides consulting services, management support, operational turnaround, new hospital development, asset merger/lease sale assistance, education and training programs to healthcare providers and health systems nationwide.

