

MediClick for Contracts & Analysis Fact Sheet

MediClick for Contracts & Analysis empowers hospitals to take control of their supply chains.

Benefits

With Contracts & Analysis:

- Reduce nearly all manual labor so resources can be used for supply chain analysis
- Improve GPO contract compliance
- Optimize tier-level pricing
- Identify non-file purchases to place on contract
- Secure accurate purchase pricing with synchronized contract and item files
- Establish hospital of “source of truth” for pricing
- Facilitate data clean-up as part of contract processing routine

Features

Contracts & Analysis includes:

- Automated contract updates from GPOs and manufacturers
- Synchronized contract and item files for accurate pricing
- Identification of off-contract spend by manufacturer, UNSPSC, item, clinical description and more
- Identification of the best GPO contract or locally negotiated agreement for off-contract items
- Analysis of purchase history and identification of opportunities to elevate the hospital to a more favorable purchasing tier
- Monitoring of distribution mark-up
- Probable match technology that identifies similar items for review and approval
- Price activation date so new contract prices take effect when you choose

Contract Workbench

Contracts & Analysis shows you:

- Detailed information about each contract
- Contract number
- Contract name
- Effective dates
- Price activation dates
- Dollars spent on a contract over the last 12 months
- Total items on contract
- Recently uploaded contracts
- Expiring contracts based on days to expiration
- Amount of spend associated with each contract for priority setting
- Contracts for review based on your assigned review date

Integrated design allows you to stay within the application at all times:

- Quickly connect to your GPO portal
- Easily upload GPO contracts
- Utilize smart word search to search through all fields in all contracts

Industry Background

There are four main groups who work with contracts to affect pricing:

- Hospitals
- GPOs (Group Purchasing Organizations)
- Manufacturers
- Distributors

Based on ongoing communication with supply chain executives, MediClick has determined three main styles of management used by hospitals to confront contract updates:

- Active managers
 - Purpose: Dedicated to keeping the pricing in their MMIS item file synchronized with the contract price on file with the GPO
 - Process: Requires manual, one-at-a-time updates for each item, for each new contract or changes to an existing contract
 - Advantage: Provides detailed information to hospital on prices for which they are eligible
 - Disadvantage: Requires significant time and resources
- Passive managers
 - Purpose: Utilize third-party analytical tools provided by GPOs or other organizations
 - Process: Requires files to be compiled and sent off-site to third party services for analysis
 - Advantage: Provides views into on-contract vs. off-contract spend, overall GPO compliance levels and recommendations for improvement
 - Disadvantage: By the time results are available, price discrepancies or mistakes have been affecting purchasing for weeks or even months; must be sent to all GPOs used if the service is available. Does not provide comparisons to competitor GPOs or manufacturers without GPO contracts.
- Non-managers (the majority of hospitals)
 - Process: There is no contract manager; distributors often serve as the source of pricing truth. Sometimes the hospital will conduct spot checks to verify accuracy of distributor's pricing.
 - Advantage: Few staff and resources required
 - Disadvantage: Pricing inaccuracies due to time lag among GPO, manufacturer and distributor. No straight-forward method to verify that the hospital has received the best pricing option. No insight into compliance or tier optimization