



*Reducing healthcare costs. Improving healthcare quality.*

## **FOR IMMEDIATE RELEASE**

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### **Amerinet Savings Roadmap Identifies 22 Percent in Savings on Medical-Surgical Products for Alternate Care Member**

**St. Louis (November 16, 2009)** – Southwest Medical Associates (SMA), of Nevada recently identified more than 22 percent in savings on medical-surgical products, through the Amerinet Savings Roadmap, a pathway to realistic and actionable contract savings opportunities and product standardization.

“Amerinet Savings Roadmap is the tool that has enabled us to pursue our standardization effort by providing the data we needed to approach this endeavor in an organized and systematic manner. The key to success is information, which we did not have prior to using this valuable resource,” said Scott Duncan, director of materials management.

Savings Roadmap analyzes and compares members’ current spend with Amerinet’s portfolio of product and service contracts to identify exact contract matches. This tool enhances the decision-making process by creating reports that evaluate the providers’ overall medical and surgical spend. Additionally, the Savings Roadmap also highlights a facility’s standardization status, specific tier level, contract requirements, total spend per contract and information regarding current letter of commitment (LOC) status and supplier spend reporting.

“A key facet of the Savings Roadmap is Quick Win, which is an opportunity to obtain an immediate success with the stroke of a pen – signing a LOC for an existing product category. Many of these opportunities with exact contract matches provide significant price savings,” said Mary Beth Lang, Amerinet senior vice president for business intelligence and president, Diagnostix.

Because of the ongoing economic downturn, healthcare facilities are more willing to consider product conversions as a method of reducing supply expenses. Savings Roadmap also identifies substitute products – or comparables – under Amerinet contract that will help healthcare providers reduce costs while maintaining quality.

The enhanced version of Amerinet Savings Roadmap provides easy-to-use navigation and drill-down capabilities to find detailed contract information with the click of a button.

“I was very impressed and pleased with how the data is presented. The report identifies specific products for standardizing and offers suggestions for lower cost products and keeps track of our progress. This aspect is something we lacked before and is a primary reason this time around we will be successful and

the results will be sustainable,” said Duncan. “Amerinet Savings Roadmap is what empowered us with the ability to pursue our project effectively, efficiently and will deliver the results my organization demands. Amerinet continues to help our team lower costs and this is yet another example of the value they bring to the table.”

Southwest Medical Associates is a wholly-owned subsidiary of UnitedHealthcare, which operates seven healthcare centers, five urgent care clinics and an outpatient surgery center in Southern Nevada. SMA is staffed by approximately 250 physicians and physician extenders who provide medical services to more than 280,000 members in the Las Vegas area.

### **About Amerinet**

As a leading national healthcare group purchasing organization, Amerinet strategically partners with acute and alternate care providers to reduce costs and improve quality through its performance solutions. Built on a foundation of data, savings and trust, and supported by a team of clinical and supply chain experts, Amerinet enriches healthcare delivery for its members and the communities they serve. To learn more about the Amerinet difference, visit [www.amerinet-gpo.com](http://www.amerinet-gpo.com).