



*Reducing healthcare costs. Improving healthcare quality.*

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**New Laboratory Member Realizes \$1 Million Savings  
With Utilization of Amerinet Contracts**

**St. Louis (July 27, 2009)** – Becoming a member of leading national group purchasing organization, Amerinet Inc., allowed WIL Research Laboratories in Ashland, Ohio to save \$1 million in supply costs in 2008.

“By becoming a partner with Amerinet, our cost savings for 2008 far exceeded what we had anticipated,” said Jennifer Miller, senior purchasing agent for WIL Research Laboratories. “We gained cost savings of close to \$1 million in 2008 and established contracts that work for both us and the supplier. I cannot say enough about what Amerinet has done for WIL Research Laboratories.”

Founded in 1976, WIL Research employs more than 650 people and provides an interdisciplinary approach to toxicology, pharmacology, metabolism and bioanalytical services to a variety of industries. According to Miller, when she joined the company in April 2008, the purchasing department at WIL Research did not have the expertise or knowledge to negotiate contracts “or really understand the products they were buying.”

That month, Amerinet met with company officials and also brought in supplier partners to discuss strategies that would enable WIL Research to reach its goal of \$500,000 in cost savings before 2008 wound to a close. In August 2008, WIL Research became a sole-source Amerinet member. By utilizing Amerinet contracts, switching to Amerinet distributors and signing several new agreements through Amerinet, WIL Laboratories nearly doubled its savings goal by year end.

Amerinet’s members represent all segments of the healthcare industry, including hospitals, surgery centers, clinics, long-term care facilities and research laboratories. Its value to organizations is not limited to contract savings for quality products and services, but is also reflected in the choice of suppliers and commitment levels, along with the flexibility to meet a facility’s unique needs and strategic goals.

“Amerinet understands the importance of efficiently utilizing your financial resources, and our tools – from the significant savings available through our contracts with market-leading suppliers to developing partnerships with innovative companies – help organizations such as WIL Research reduce their supply chain costs,” said Randy Walter, Amerinet executive vice president of contracting and enterprise solutions.

**About Amerinet**

As a leading national group purchasing organization, Amerinet strategically partners with healthcare providers to reduce costs and improve quality. Through its Total Spend Management solutions and operational performance improvement programs, tools and services, Amerinet assists members in their efforts to reduce costs, improve efficiencies and create new revenue streams. Supported by a team of clinical, data and supply chain experts, Amerinet offers a comprehensive portfolio of product and service contracts to address members' specific needs. Amerinet serves acute and alternate care site healthcare providers nationwide. To learn more, visit [www.amerinet-gpo.com](http://www.amerinet-gpo.com).