



Reducing healthcare costs. Improving healthcare quality.

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Amerinet 2008 Fiscal Report Details Growth, \$386 Million in Member Savings and Rebates

St. Louis, Mo. (May 12, 2009) Amerinet Inc., a leading national healthcare group purchasing organization (GPO) announced its fiscal results for 2008, which included \$386 million in contract portfolio savings and rebates for members and overall membership growth of 21 percent.

“In 2008, recession and declining global economic conditions challenged healthcare providers to pay extremely close attention to reducing costs, improving bottom lines and supporting cash flows,” said Todd Ebert, president and CEO of Amerinet. “We responded to that challenge as a unique opportunity to listen to the discussions and concerns of our members, and to meet and exceed their needs.”

A recent study commissioned by the Health Industry Group Purchasing Association (HIGPA) identified more than \$36 billion in annual cost reductions linked to GPOs. Amerinet has been at the forefront of these savings opportunities through its standard portfolio savings and other areas of cost avoidance.

In 2008, Amerinet committed to an enhanced value proposition that focuses on improving efficiency and reducing costs through contracting and utilization strategies and enhancing economic value through operational improvement. Specific strategies to deliver results include:

- Commitment to best market pricing
- Business intelligence tools offering price accuracy and data integrity
- Clinical specialists to qualify and implement cost savings
- Enhanced operational efficiency by providing quantifiable reductions in expenses and/or increases in revenue
- Customized decision support tools and educational solutions, such as Amerinet Savings Roadmapsm and Inquisit®, Amerinet’s education division
- Customized products, services and best-practice processes that will increase quality, safety and financial outcomes
- Workforce solutions and revenue cycle programs to enhance productivity and financial profitability

Several additional important achievements by Amerinet in 2008:

Initiated Executive Briefing Series: Demonstrating its position as an industry thought leader, Amerinet completed several executive briefings, which included surveying key stakeholders and

implementing critical roundtable discussions to further determine the needs of healthcare executives resulting in the development of a series of white papers. The executives that participated included a diverse group of healthcare thought leaders from critical access hospitals to integrated delivery networks (IDNs), as well as Amerinet board members and senior leadership.

Established Strategic Partnership with SCMetrix: Amerinet announced a joint benchmarking initiative with SCMetrix™, one of the nation's largest business schools recognized internationally for its leadership in supply chain management and the pre-eminent healthcare resource and materials management organization. The benchmarking methodology and capabilities of SCMetrix allow Amerinet member hospitals to more accurately gauge the effectiveness of their supply chain.

Introduced an initiative to reduce high-dollar implant costs: Amerinet enhanced its menu of solutions designed to reduce high-dollar implant costs and improve quality of care. The enhancement is due to a new strategic partnership with Surgical Implant Services, or SIS, that extends the impact of its offerings relative to physician preference items for hospitals, surgery centers and physician group practices. The agreement with SIS of Atlantic Beach, Fla., enables physicians – through independent, locally owned physician companies (local specialty LLCs) established with SIS – to standardize implant usage, reduce costs to participating providers and monitor clinical outcomes.

Launched the GreenCare Initiative: Recognizing the importance of “greening” the healthcare supply chain, Amerinet took the lead in providing environmentally preferable purchasing (EPP) educational resources to staff and members. Amerinet currently offers more than 33,000 green purchasing options, with green alternatives available in virtually all product and service areas. Amerinet was recognized with the 2008 Champion for Change Award by Practice Greenhealth, for its efforts to change the culture of the healthcare industry by setting the standard for the way hospitals can and should improve the environment while maintaining quality care.

Established Amerinet Quality Solutions: Amerinet introduced Amerinet Quality Solutions as a response to assist provider members with customized products, services and best-practice processes that will increase quality, safety and financial outcomes for members. Holly Hampe, RN, was recruited to develop and coordinate a company-wide strategy on clinical quality improvement, patient safety and environmentally friendly initiatives, including contracting strategies, across all contracting divisions. Additionally, she collaborates with others industry-wide to develop and manage clinical benchmarking metrics and strategies.

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.