



*Reducing healthcare costs. Improving healthcare quality.*

## **FOR IMMEDIATE RELEASE**

Contact: Evan Danis  
Manager, Public Relations and Internal Communications  
724-778-3423  
[evan.danis@amerinet-gpo.com](mailto:evan.danis@amerinet-gpo.com)

### **Amerinet Executive Briefing Focuses on Building High Performance Workforce**

**St. Louis, Mo. (January 6, 2009)**- Helping organizations build a high performance workforce was the topic of a recent education series offered by Amerinet Workforce Solutions partner and business performance expert Tom Olivo.

“Healthcare leaders have an obligation to provide the best care possible for their patients,” explained Todd Ebert, president and CEO of Amerinet. “Having best practice tools to manage performance and talent acquisition is a key component of top performing organizations.”

The session focused on how healthy and fit cultures contribute most to high performance by defining and measuring employee commitment and engagement. It addressed best practices in connecting an employee survey measurement process to performance and talent management. Olivo also discussed the impact of employee commitment and engagement on productivity, patient outcomes and financial results.

Working for the past six years with healthcare executives, partners and more than 200 healthcare systems, Olivo’s team has developed a structural model for performance excellence, which has helped them determine important factors including:

- How healthy and fit cultures create high-performance organizations
- How to quantify “culture”
- How to measure the human capital HR workforce
- How to best measure turnover
- What drives patient outcomes and financial results

“What creates the best place to work is a combination of business practices and operational effectiveness,” said Olivo. “To improve their financials, healthcare organizations cannot cut their way to high performance.”

President of Success Profiles, Olivo has measured the performance of more than 6,000 business units in virtually every industry. Success Profiles is one of Amerinet’s Workforce Solutions, providing the strategy, services and tools to build a competitive and productive workforce.

The presentation was part of Amerinet’s Executive Briefing series, which addresses today’s top healthcare issues. A free copy of the executive briefing is available at [www.amerinet-gpo.com](http://www.amerinet-gpo.com).

**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. Based in St. Louis with offices in Salt Lake City, Providence, R.I., and Warrendale, Pa., Amerinet serves acute and non-acute healthcare providers nationwide. To learn more, visit [www.amerinet-gpo.com](http://www.amerinet-gpo.com).