



Reducing healthcare costs. Improving healthcare quality.

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Member Turns to Amerinet for Sole-Source Partnership, Saves \$1.3 Million in 2008

St. Louis (April 27, 2009) – Unhappy with their cost savings in using multiple group purchasing organizations (GPOs), Nyack Hospital, a 375-bed acute care facility in New York, turned to Amerinet as a sole-source GPO partner to achieve more than \$1.3 million in savings in 2008.

“The decision to move ahead with Amerinet as a single-source GPO has proven to be extremely beneficial to Nyack Hospital and the care of its patients,” said John Volanto, vice president of support services and chief information officer for Nyack Hospital. “Amerinet demonstrated that they were willing to put in the effort required to analyze all data necessary and to deliver savings based on their aggressive supplier agreements. Nyack Hospital was able to save more than \$1.3 million in 2008 and is well on the way to meeting 2009 targets.”

Working closely with IT and materials management, Amerinet developed a comprehensive purchasing analysis through the use of electronic and manual data. Using tools including Amerinet Savings Roadmap, which provides a reference of purchased products compared to other products under contract, Amerinet not only reduced Nyack’s costs, but also saved materials managers significant research time. Amerinet also did a complete purchasing contract analysis to review Nyack’s existing contract levels and pricing as a means to assess accurate invoicing.

Among the areas of most concern was the purchase of physician preference items for orthopedic implant surgeries. Working through Amerinet’s Clinical Advantage program, Nyack Hospital reduced orthopedic implant costs by more than \$500,000.

In addition to the improved financial picture for the hospital, Nyack’s new sole-source relationship with Amerinet and participation in the Amerinet Northeast Alliance has resulted in ongoing networking with other acute care facilities and being focused on environmentally friendly programs such as ENERGY STAR and Amerinet’s GreenCare Initiative.

Established in 2007 by Amerinet and a group of member facilities in seven states, the Amerinet Northeast Alliance is a committed and professional organization that works collaboratively to further reduce costs by aggregating area purchase volumes for greater benefit.

“Working side by side with healthcare providers of all types and sizes, Amerinet understands the importance of helping facilities reduce the cost of delivering care and improving the quality of that care,” said Karen Barrow, Amerinet’s vice president of business development.”

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.