



Reducing healthcare costs. Improving healthcare quality.

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

Amerinet Executive Briefing Focuses on Quality and Patient Safety

St. Louis, Mo. (June 4, 2009) - Amerinet Inc., a leading national healthcare group purchasing organization, recently convened leading healthcare executives in an examination of quality and patient safety in healthcare. The session was part of Amerinet's Executive Briefing series, which address today's top healthcare issues. A free copy of the executive briefing is available at www.amerinet-gpo.com.

"We firmly believe that Amerinet has a unique perspective on improving quality and reducing costs in healthcare," said Todd Ebert, Amerinet president and CEO. "These discussions offer additional insights and information on achieving these goals."

The briefing takes a multifaceted look at quality and patient safety and serves as a summary of a three-step process including:

- Results of a nationwide survey of Amerinet member executives
- A Q&A discussion with a select panel of healthcare executives
- Summary of a best practice presentation by the chief executive officer of one of healthcare's quality and patient safety leaders, Virginia Mason Medical Center

In conjunction with Amerinet's Executive Roundtable in February 2009, nearly 200 executives at Amerinet member facilities responded to a 24-question, online survey titled "Assessing Patient Safety Readiness in Your Organization." Among the questions, respondents were asked to rate their organization's level of commitment to quality and safety, the involvement of their Board of Directors and recently implemented safety measures.

The results confirmed the national movement to focus on quality and patient safety. Almost all respondents (96 percent) said quality and patient safety is "Our No. 1 priority" or "Very important."

Survey results showed obstacles encountered included lack of understanding of improvement tools, breaking old habits and developing awareness.

The briefing also included the introduction of Amerinet's Quality Solutions, an initiative to help facilities reduce costs while improving quality and patient safety, and a synopsis of a presentation by Gary S. Kaplan, MD, chairman and CEO of the Virginia Mason Health System. Titled "Seeking Perfection in Healthcare: Applying the Toyota Production System to Medicine," Dr. Kaplan related the

successes achieved by the Seattle-based healthcare system, one of the nation's leaders in quality and patient safety.

Since Dr. Kaplan became chairman and CEO, Virginia Mason has received significant national and international recognition and attention for deploying the Toyota Production System to healthcare. Using the basic premise of seeking zero defects and eliminating waste, the system has been successful in reducing the high costs of healthcare while improving quality, safety and efficiency. Since implementing the Virginia Mason Production System management method, net margins have increased from \$700,000 in 2000 to \$28.3 million in 2008. The economic performance allows the non-profit health system to invest in its staff, new technology, enhanced facilities and the community.

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 acute and alternate healthcare provider members in their efforts to reduce costs, improve efficiencies and create new revenue streams. To learn more, visit www.amerinet-gpo.com.

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