



Reducing healthcare costs. Improving healthcare quality.

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**Amerinet Savings Roadmap Offers Route to
More Than \$30 Million in Savings for Members**

St. Louis (April 27, 2010) - Amerinet announced it completed more than 403 Savings Roadmaps in 2009 and delivered more than \$36 million in implemented savings for members and \$80 million in contract maximization. Amerinet's Savings Roadmap – the next generation of spend analytic tools – is designed to increase supply chain efficiencies and identify contract savings opportunities.

“The Roadmap process and rules continue to evolve and improve to meet member needs,” said Mary Beth Lang, Amerinet senior vice president, spend analytics and business intelligence. “This is evident by the continued and growing demand for the product and for repeat analyses from many accounts.”

In analyzing more than \$437 million in member spend, Amerinet supply chain consultants found an average of 16 percent savings per facility in new contract opportunities.

“Amerinet Savings Roadmap is the tool that has enabled us to pursue our standardization effort by providing the data we needed to approach this endeavor in an organized and systematic manner. The key to success is information, which we did not have prior to using this valuable resource,” said Scott Duncan, director of materials management for UnitedHealthcare, Nevada.

Southwest Medical Associates, a United Healthcare alternate care system, was able to realize a savings of 22 percent on medical-surgical products through the use of Amerinet Savings Roadmap.

Savings Roadmap analyzes and compares members' current spend with Amerinet's portfolio of product and service contracts to identify exact contract matches. This tool enhances the decision-making process by creating reports that evaluate the providers' overall spend. Additionally, the Savings Roadmap also highlights a facility's standardization status, specific tier level, contract requirements, total spend per contract and information regarding current letter of commitment (LOC) status and supplier spend reporting. Amerinet's clinical specialists can then work with the member team and suppliers to ensure price integrity, eligibility for applicable rebates and accuracy.

Because of the ongoing economic downturn, healthcare facilities are more willing to consider product conversions as a method of reducing supply expenses. Savings Roadmap also identifies substitute products – or comparables – under Amerinet contract that will help healthcare providers reduce costs while maintaining quality. Conversion savings identified average 26 percent.

Amerinet Savings Roadmap can be utilized at the IDN, acute care, surgery center or alternate care level with documented savings in all product areas including medical-surgical, plant engineering, diagnostic imaging, executive services, pharmacy and IV, and foodservice.

About Amerinet

As a leading national healthcare group purchasing organization, Amerinet strategically partners with acute and alternate care providers to reduce costs and improve quality through its performance solutions. Built on a foundation of data, savings and trust, and supported by a team of clinical and supply chain experts, Amerinet enriches healthcare delivery for its members and the communities they serve. To learn more about the Amerinet difference, visit www.amerinet-gpo.com