Improving Performance While Reducing Costs

- **Resource Management**
  - 60%
  - 

- **Price Reduction**
  - 40%
  - 

- **Improved Value**
  - 75%
  - • Therapeutic Substitution
  - • Best Practice Protocols
  - • Patient Demand Matching
  - • Clinical Evaluation

- **Eliminate Waste**
  - 25%
  - • High Performance Distribution
  - • Point of Use Services
  - • Review Package Waste
  - • Eliminate Hoarding & Shrinkage

- **Standardization**
  - 55%
  - • Single e-Catalog
  - • Fewer SKU’s
  - • Supplier Certification
  - • Fewer Suppliers

- **More Effective Contracts**
  - 45%
  - • Committed Volume (>90%)
  - • Strategic Contracting
  - • Market share opportunities for suppliers
  - • Benchmarking