

A Sample of Proven Gains



Demonstrated Gains

Captured through before-and-after studies

Performance Metrics

Clinical Involvement	↓ 55-80%
Materials Management Involvement	↓ 36-78%
Stock-outs	↓ 90-98%
Inventory Value	↓ 20-53%
Expiries	↓ 37-75%
Expense Write-offs	↓ 50-63%

University of Montreal Hospital Centre

CASE STUDY: 1000 beds / 34 ORs / Annual supply spend of \$23M

Performance Metrics

Clinical Involvement	↓ 80%	\$2.2M
Materials Management Involvement	↓ 36%	\$600K
Stock-outs	↓ 98%	\$130K
Inventory Value	↓ 35%	\$1.2M
Expiries & Write-offs	↓ 50%	\$3.3M

ROI within 18 months

	Service Area	Clinical Involvement	Replenishment Activities	STAT Orders	Storage Gains	Inventory Value	Expense Write-offs	Expiries
Metro Area Hospital	ER	↓ 55%	↓ 40%	↓ 90%	↑ 25%	↓ 20%		↓ 37%
Community Hospital	Nursing Units	↓ 72%	↓ 57%	↓ 90%		↓ 21%	↓ 50%	
University Hospital	OR	↓ 80%	↓ 36%	↓ 98%	↑ 35%	↓ 53%	↓ 50%	
Texas Hospital	OR		↓ 40%	↓ 90%	↑ 43%	↓ 42%		↓ 38%
Heart Institute	Cath Lab	↓ 72%	↓ 78%	↓ 90%	↑ 18%	↓ 33%		
Michigan IDN	Cath Lab		↓ 54%	↓ 90%				↓ 75%
New England Hospital	Specialty/CCU	↓ 37%	↓ 53%	↓ 90%	↑ 23%	↓ 13%	↓ 63%	