

ACCESS. SAVINGS. SUPPORT.

Supply Chain Services

Following labor, supply costs are the second-highest expense for hospitals as well as the fastest-growing cost center. Unfortunately, spiraling expenses tend to hit community-based hospitals hardest. That's because they receive less favorable GPO pricing than their larger counterparts. This is when CHC Supply Trust, the supply chain services arm of Community Hospital Consulting, comes in. We offer healthcare supply chain management support to community hospitals. This includes providing GPO access to the same preferred pricing that large hospital systems are able to negotiate.

UNIQUE VALUE

CHC Supply Trust partners with HealthTrust, the nation's third-largest GPO, to roll out preferred pricing for community hospitals. Since CHC owns, manages and consults with community hospitals, the benefits of our GPO offering are tried, tested and proven on a daily basis. In addition, we return 100 percent of GPO rebates to hospitals each month.

What's more, this unique relationship with HealthTrust means that contracts are scrutinized continually by their specialized value analysis team for better pricing and better products, and ultimately written in favor of your hospital and the best clinical outcomes. This analysis and vetting process saves you money, time and reduces the burden of contract review.

GPO ACCESS TO PREFERRED PRICING

GPO access is by far the most in-demand supply chain service CHC Supply Trust offers for reducing healthcare supply chain management costs. That's due to the significant savings made possible by the HealthTrust partnership. By aggregating the purchasing power of community hospitals across the country, CHC Supply Trust is able to grant access to HealthTrust's portfolio of specially priced, clinician-recommended products typically reserved for the nation's largest hospitals and health systems. Indeed, all CHC Supply Trust hospital clients gain access to a higher level of savings regardless of size.

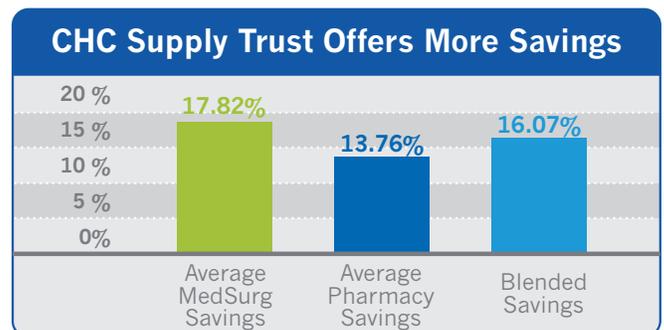
TEAM-DRIVEN ONBOARDING AND SUPPORT

From dialogue to data analysis and product match-up, the onboarding process involves onsite visits from CHC and HealthTrust experts, ensuring a smooth conversion and maximum savings. Special expertise is another thing that sets CHC Supply Trust apart. Led by Jon Pruitt, CHC's SVP of CHC Supply Trust, the team collectively has decades of experience working with and for community hospitals in materials and healthcare supply chain management. With data analysis, negotiation and hospital operations know-how, team members excel at identifying supply chain savings and efficiencies for our hospital clients.

Following conversion and training, our experts conduct a 90-day post implementation check-in and provide ongoing service support.

Savings based on most recent Complimentary Analysis performed for 15 hospitals (21 to 306 beds) in various states comparing CHC Supply Trust prices to those of leading GPOs.

[Excludes HealthTrust]



FOUR LEVELS OF HEALTHCARE SUPPLY CHAIN MANAGEMENT SUPPORT

| ← SPECTRUM OF SUPPLY CHAIN SUPPORT → | | | |
|--------------------------------------|---|--|--|
| Supply Chain Consulting | GPO Access Only | Customized Support Services Agreement | Outsourced Materials Management |
| Supply Spend Cycle Assessment | Low Cost | All of the benefits of GPO Access, PLUS | All of the benefits of GPO Access and Supply Chain Support Services, PLUS |
| Supply Chain Operational Assessment | Access to Better Tier Pricing Through CHC Group/HealthTrust | Supply Chain Operational Assessment | Full Departmental Management |
| FANS Assessment | Conversion Support | On-Call Supply Chain Support | Provision of Full-Time Onsite Personnel |
| Pharmacy Assessment | Spend Analytics | | Maximum Support |

CHC Supply Trust helps 100+ hospitals optimize their supply chain, prepare for disruptions, and reduce supply chain waste.

HOW MUCH CAN YOUR HOSPITAL SAVE?

Our assessments indicate that hospitals can typically save from 15 to 20 percent annually over rates charged by other GPOs. As a place to start, we offer a Complimentary Supply Spend Analysis. This compares the cost of items a hospital already purchases to CHC Supply Trust pricing for the same exact items. This analysis shows a conservative estimate of how much new members can save simply by purchasing those same items through CHC Supply Trust.

ADDITIONAL SAVINGS

Purchased Services—from pharmacy and food services to laundry, landscaping and more—account for about 25 percent of a community hospital’s operating expenses. This area of spend, however, is often decentralized and overlooked. CHC Supply Trust, powered by Valify Solutions Group, offers benchmarking by category and one centralized platform for controlling costs and governing price, resulting in savings of up to 10 percent.

Find out how much your hospital can save with our Complimentary Supply Spend Analysis.

Community Hospital initially saw supply spend and other savings of \$532,000, followed the next year by savings of \$334,000 just on orthopedic implants. Community Hospital continues to see about 18% savings annually on its supply spend.

McCook, Nebraska, 25-bed Critical Access Community Hospital

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