

Value Analysis Assessments

- Contracting & Supplier Diversity
- Analysis Methodology
- Continuous Improvement
- Scorecard Utilization
- Quality & Savings Tracking



Contact

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Contract Utilization Objectives



CONTRACT
REVIEW



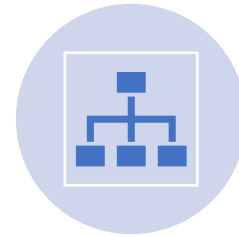
SPEND DATA



UTILIZATION
PARAMETERS



EDUCATION



TIER-BASED
METRICS

Value Analysis & Contract Utilization Case Studies



Cost Savings

- **Skin: 11% Savings \$600k**
 - Contract Refresh
 - Volume-Based Discounts
 - Tier-Based Options
- **Shoulder Implants: 11% Savings \$300k**
 - Physician engagement
 - Multi-site approach
- **BMP: Savings: \$125k**
 - Physician champion
 - Consignment
- **DBM:**
 - 10cc savings with bone bank

Utilization Savings

- **Reprocessing: 35% Savings (vs. OEM)**
 - Education
 - Bin locations
 - New opportunity review
 - Bulk buys
- **Robotic Arms: \$80k in cost avoidance**
 - Site champion registration
 - Return program for obsolete/damaged arms
- **DBM:**
 - Utilization parameters based on levels
 - Appropriateness scaling