



HEALTHTRUST
Performance Group®

Medical Device Management

What We Do

HealthTrust's Medical Device Management is the industry's definitive source of clinically informed market intelligence for medical devices.

Built by industry experts and guided by physicians, Medical Device Management helps healthcare organizations go beyond mere pricing to capture newfound cost savings and highlight utilization in high-value implants.

How a leading healthcare provider saved \$50M through strategic negotiations

A leading healthcare provider committed to helping people live healthier lives partnered with HealthTrust's Medical Device Management (MDM) team to hone in on some of their key service lines: hip, knee, spine and osteobiologics. By working together, the teams streamlined processes, eliminated unnecessary vendors and leveraged spend to demand more competitive pricing.



Check out
our MDM
case study on
the back.



For more information on HealthTrust's
Medical Device Management capabilities

Contact our team today:

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Case Study




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Health System Details:

 One of the nation's leading
healthcare providers


**71 acute care
hospitals and
more than
1,000 other
sites of care**


**Serving
40 markets
across
15 states**


**Committed
to innovative
solutions
that help
patients get
well faster**



Solution

This provider and HealthTrust's MDM team developed a multi-phase plan to first eliminate underperforming vendors and consolidate the remaining major vendors. This allowed the provider to gain leverage in negotiations by offering a larger potential market share to fewer vendors. HealthTrust's MDM team then led strategic negotiations with the remaining vendors, emphasizing cost savings targets, and incentivizing lower pricing through increased future business opportunities. Access to HealthTrust's vast database of market intelligence and advanced analytics was key to gaining physician support. A vendor elimination model was used for spine and osteobiologics, freeing up \$10 million in potential spend for remaining vendors. The new arrangements provided long-term stability and cost predictability. By streamlining their supply chain and standardizing contracts, the provider gained efficiencies that freed up resources.



Challenge



Since the pandemic, this provider has faced rising costs for hip/knee and spine/osteobiologics medical devices. Their current vendor arrangements were no longer optimal and needed reevaluation as the market has aggressively evolved. One specific challenge that they faced was the high costs involved in hip/knee and spine/osteobiologics treatments. This situation prompted them to initiate a proactive effort aiming to consolidate vendors and strategically renegotiate more favorable pricing.



Outcomes

\$23.9M
hips/knees

\$28.1M
spine/osteobiologics

\$50M
achieved in
total cost reduction