

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.



For more information on HealthTrust's Medical Device Management capabilities

Case Study



Medical Device Management

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

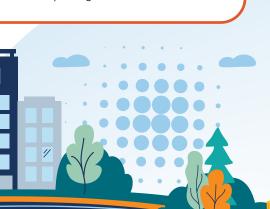


Committed to innovative solutions that help patients get well faster



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.





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.



Outcomes

523.9M hips/knees

\$28.1M

spine/osteobiologics

achieved in total cost reduction

