



HEALTHTRUST
Performance Group®

Medical Device
Management

Community Hospital Corporation drove 20.2% in **annual savings** through HealthTrust's MDM solutions.

CHC has long been a leader in innovation that helps community hospitals deliver best-in-class care across the country. Working together with HealthTrust's Medical Device Management team, they pinpointed the organization's key challenges around the Cardiac Rhythm Management (CRM) and Coronary categories. As part of the partnership, the MDM team provides additional support and savings by regularly vetting new products in the physician preference categories to make sure vendors provide pricing in line with their negotiated agreements.

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 influence utilization in high-value implants.



Check out our
case study
below.



For more information on HealthTrust's
Medical Device Management capabilities

Contact our team today:

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Health System Details:



Community Hospital Corporation



27 Hospitals



10 States



**Service Line:
CRM and Coronary**



Challenge

CHC was looking for opportunities to drive additional savings in the Cardiac Rhythm Management (CRM) and Coronary categories across their facilities. CHC faced a significant challenge with over 27 hospital systems operating independently. The Medical Device Management team was instrumental in gathering and analyzing the data from the varied systems, a crucial step towards actionable insights. By scrutinizing the data, the MDM team recommended a dual source strategy for both categories.



Solution

Initially, CHC saw savings of around 11-12% by consolidating CHC facilities into one agreement with each of the vendors in the RFP. However, once the relationship had matured and they could make further optimizations, those savings increased to 19-21%. One of the biggest impacts was around the goal of speed to savings, where CHC's new agreements were expedited due to the process of translating data from their 27 different hospital reporting systems into tangible savings within a much quicker timeline.



Results

Annualized Spend: **\$7.17M**

Target Savings: **14%**

Actual Savings: **20.2%**



Hear from Nick Burgess Vice President, Strategic Accounts and Vendor Management at CHC

