



Healthcare
Supply Chain Services

Healthcare Organizations Expense Reduction & Optimization



**We reduce costs and increase operational efficiencies
for Healthcare Organizations nationwide.**



Healthcare
Tech OUTLOOK TOP 10
SUPPLY CHAIN
MANAGEMENT
SOLUTION PROVIDERS - 2019



Unbiased, comprehensive, collaborative, and sustainable

RDA provides experienced resources to assess and implement expense reduction and optimization of GPOs, contracts, and processes. We train to sustain.

Categories of Expertise:

- **Supplies – Clinical and Non-Clinical**
- **Capital**
- **Purchased Services**
- **Pharmacy**

**We're there for you.
With proven results.**

\$830M
Documented
Savings

800+
Clients
Served

Example Results from a Northwest Surgery Center

Client Need

- Needed outside business review (not legal) of PPI contract
- Needed resource to perform PPI analytics to analyze financial impact of new contract versus existing contract
- Seeking on-demand Supply Chain SME to provide contract review/support on an on-going basis

Resolution / Outcome

- Provided 20+ year SME to provide on demand, as needed, support
- Analyzed and reviewed PPI contracts from a business perspective
- **Identified additional 6% savings for the Surgery Center**
- **Facilitated business negotiations with manufacturer to achieve the savings opportunity**
- Provided hourly as needed supply chain support for periodic contract reviews

**Unbiased,
nationwide
firm**

**Asses,
Identify,
Implement,
and Sustain**

**On-Demand
Services**

**Experienced
Resources
(20+ Yrs)**

**Practitioner
Approach**



Best Practices Shared = Best Outcomes For Your Team

Our On-Demand services are a practical way to help healthcare organizations meet sourcing demands and mitigate significant price increases while maximizing GPO and local contracts. We provide agnostic experienced sourcing specialists to support your sourcing needs as **an extension of your team**.

What We Do:

Our objective is to provide **20+ year experienced specialists** that operate as an extension of your team to source needed supplies and services.

- We operate agnostically to suppliers, distributors, and GPOs.
- We source products and services requested with the suppliers you specify.
- We negotiate to maximize your GPO and local contracts.
- We assist where challenges exist to mitigate risks.
- We serve as an adjunct to your value analysis teams to research and identify alternative products or services.
- We provide periodic status reports.

1. Purchase Hours
2. Specify Need/Specialty
3. Connect with Specialist
4. Use Hours
5. Achieve Results

We strive to keep costs as low as possible, considering contract compliance and cost-to-deliver.

We negotiate new contracts as requested and as applicable.

We leverage GPO and local contract utilization.

Expense Reduction Areas:

- **Supplies – Clinical and Non-Clinical**
- **Capital**
- **Indirect Spend / Purchased Services**
- **Pharmacy**

Benefits of RDA's Academy Programs

- Online, virtual, or in person training
- Flexible training schedule
- Receive certificate for each course completed
- Best practices developed from experience with hundreds of health systems nationwide (not a single facility)
- Facilitated training led by experienced supply chain leaders

Foundational Online Courses

General Supply Chain		Non-Acute	
Bare Facts of Healthcare Supply Chain	Bare Facts of the OR Supply Chain	Bare Facts of Non-Acute Healthcare Supply Chain	Non-Acute Requisition to Clinician
Requisition to Clinician	Non-Clinical Healthcare Protocols	Inventory Management 101	Project Management Principles for Non-Project Managers
Healthcare Financials for Supply Chain			

Contract Foundations

Principles of Contracts for Healthcare Professionals	Anatomy of a Contract	Strategic Negotiation for Healthcare Contracts	Negotiating Contract Sections: Application
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Logistics Operations Foundations

Introduction to Logistics Operations	Navigating the Transportation Pipeline	Receiving: The Art of Validation
Everything in Its Place: Staging, Delivery, Putaway and Storage	Use and Replenishment: Connecting Supply Chain to Patient Care	



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