

## SUCCESS STORY

# 39 days, 7% savings, 100% ROI for Software

21 Facility Healthcare System | Maryland | 3,000 Beds



### Situation

A 21 facility, 3,000 bed healthcare system in Maryland ran an RFP for their Coding Services contract. After negotiating with their preferred supplier internally they asked Conductiv to benchmark and validate the terms and pricing with their vendor to ensure that they had reached an optimal outcome.

### Action

Conductiv acted as an advisor and analyst to healthcare system's sourcing team by:

- Utilizing contract optimization solutions to unlock market insight through Precision Price Check which established line-item specific targeted pricing.
- Joining supplier presentations, reviewing proposals, and providing feedback to enhance sourcing team's negotiations.
- Leading negotiations under direction of sourcing team with the supplier, following up on questions, and providing additional feedback to the customer.

### Outcomes

The healthcare system realized improved pricing and terms beyond which they had already negotiated by leveraging Conductiv's Contract Intelligence and Negotiate solutions and managed service support. In just 39 days, they achieved 7% savings on their coding services which resulted in a 100% ROI for their SaaS investment.



## About Conductiv

Companies today operate in an interconnected world, with a growing reliance on third-party services to help them achieve their goals and create uniquely wonderful consumer experiences. However, managing service provider ROI can be difficult to measure and control.

Conductiv provides the procurement intelligence and spend management expertise to help businesses contain costs and optimize supplier relationships. With dedicated solutions for supplier lifecycle management, supply chain leaders are transforming their organizations via market intelligence, data-driven clarity and accelerated contracting timelines to deliver margin growth, improved service level terms, and evidence-based justifications to make wiser purchasing decisions. Transform your business into a sourcing authority to shape, grow, and sustain your company's future.

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