

SUCCESS STORY

\$185K saved while improving the quality of their Interpretation Services

8 Hospital Community Healthcare System | Midwest | 1500+ Beds



Objective

To utilize the Conductiv Platform and Conductiv Contracts to generate fee share and prove the effectiveness of the Conductiv solution to stakeholders while also working towards achieving their savings goals.


Challenges

- Struggled to get their arms around their spend data and find opportunities.
- Had difficulty in locating contracts and calculating historic volumes even after opportunities were identified.
- Lacked the staff needed to handle the volume of projects necessary to achieve their savings targets.


Solutions

- Conductiv Analytics categorized spend to give transparency into purchased services opportunities.
- Conductiv's team identified Interpretation services as potential opportunity.
- Conductiv's experts gathered data, organized and wrote the RFQ, and negotiated a GPO agreement customized to customer's needs.


Outcomes



Tailored package for Interpretation Services based on the provider's most used languages.



\$185K or 30% savings achieved



Saw a 64% ROI for one year of their Conductiv Platform subscription



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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