

## SUCCESS STORY

# Unlocking extreme time savings with Contract Text Analysis

900 IT contracts fully reviewed in 21 days

6 FACILITIES | 1000+ BEDS



## Objective

A 6-facility east coast academic medical center had almost 1,000 contracts to review in less than one month to determine if they could add four new hospitals to their existing IT service contracts and if so, quantify the financial impacts.

## Challenges

There was aggressive 2-month deadline to review 900 contracts and to move newly acquired hospitals onto healthcare systems existing agreements.

The system's internal staff was insufficiently staffed and engaged with daily operations.

If outsourced, vendor would require unique domain expertise in IT services contracts and knowledge of how to renegotiate agreements.

## Outcomes

In just three weeks, Conductiv analyzed 900 documents, and provided the healthcare provider with information on the cost impact.

Additionally, Conductiv illustrated a step-by-step negotiation strategy to tackle agreements not readily moved.

Conductiv saved the customer countless hours of manual reviewing processes and allowed them to easily add locations to their agreements with third-party service providers.



## 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.

[Conductiv.com](https://www.conductiv.com) | [\(888\) 453-4554](tel:(888)453-4554) | [info@conductiv.com](mailto:info@conductiv.com)