

CAPITAL EQUIPMENT MANAGEMENT

Innovative Solutions Essential for Change

As a strategic advisory company serving hospitals and health systems, Innovative Health Strategies is focused on developing procurement and outsourcing programs that generate revenue and reduce costs. We have in-depth knowledge of the financial and operational challenges faced by healthcare organizations, and we use our unique blend of technical, business, and legal skills to drive solutions.

Innovative thinking is critical to success in today's healthcare industry. One fine example is Innovative Health Strategies' Capital Equipment Management Program that combines the purchase of diagnostic imaging, radiation therapy, and/or biomedical equipment, with the outsourcing of equipment maintenance services.

A Multi-Faceted Single Vendor Relationship

Our proven methodology yields capital and operational savings. It is a competitive bid process involving the health system's commitment to select a single preferred vendor for a combined procurement and multi-vendor service outsourcing transaction. The health system agrees to purchase an aggregated multi-modality group of imaging or biomedical equipment. The health system agrees to outsource to this same vendor diagnostic imaging and/or biomedical services for all or part of its equipment inventory. This model includes customer choice based on "best pricing" metrics for future purchases. Service pricing on the outsourced package is guaranteed at levels below market rates, yet service levels are specified to exceed industry standards. It's a "win-win" arrangement for both parties.

We Look Out for Your Best Interest

Who better to guide you through this process than the company who originated the concept? Innovative Health Strategies provides a full scope of services and many proprietary tools to ensure that your deal is structured for optimal results.

- Needs and cost-benefit analyses
- Detailed specifications and requests for proposals
- Service benchmarking with respect to costs and service levels
- Proposal review, using state-of-the-art comparison templates
- Vendor negotiations
- Contract preparation, inclusive of all agreements made during negotiations

We have proven results even for clients with very well-managed procurement processes, achieving equipment pricing below historical discount levels, GPOs, and other purchasing arrangements.

Results without Risk

Innovative Health Strategies is recognized for our creative yet practical approach to the business of health care. Our unconventional methodology extends even to our pricing structure which ties our fees to your results. We take pride in making a positive financial contribution and guarantee a substantial return on your investment in our services.

Recent Capital Equipment Management Projects

- Charleston Area Medical Center
- Emory Healthcare
- Holy Redeemer Health System
- Montefiore Medical Center
- Northwest Hospital
- Temple University
- University of Pennsylvania Health System
- University of Pittsburgh Medical Center

With Innovative Health Strategies' involvement, capital and operational savings realized by these institutions has been substantial. Each will attest to the value we added.

About Us

Innovative Health Strategies LLC provides strategic advisory services to help hospitals and health systems build revenue and cut costs – while enhancing quality of care. We partner with forward-thinking senior management to develop innovative, results-oriented business strategies and transactions. Innovative Health Strategies specializes in large-scale procurement and outsourcing programs. Our 360-degree approach provides turn-key solutions from needs analysis to vendor negotiation to preparation of definitive agreements that ensure maximum client protection.

www.ihealthstrategies.com

To find out more about how this Capital Equipment Management Program can benefit your facility,

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