

# INFORMATION SYSTEMS PROCUREMENT AND OUTSOURCING

## Procurement with Precision

Innovative Health Strategies is a strategic advisory company dedicated to helping hospitals and health systems implement procurement and outsourcing programs that generate revenue and reduce cost. We bring a unique blend of business, operational, and legal expertise, combined with hard-core experience and proven results.

With a strong belief that knowledge is power in the healthcare industry, we are specialists in guiding health systems through the complexities of mission critical information systems procurement.

## Expertise to Complement Your Team

Innovative Health Strategies is skilled at all aspects of IT procurement. We can manage the RFP process to ensure optimal vendor selection, handle negotiations, develop creative financing to maximize return, and finalize the terms of your agreement to your advantage. As an affiliate of a large national law firm with a leading health practice, we have attorneys on hand with substantial IT contracting expertise. Your definitive agreements will reflect best practices for pricing, service levels and vendor accountability.

## Strengthen Your Deal with Our Experience

While no two IT deals are exactly the same, Innovative Health Strategies brings a strong advantage to your team by having completed so many of them successfully. You will benefit from our knowledge, and the proprietary tools we have developed.

- License structures that enable your growing enterprise to meet expanding IT requirements cost-effectively
- Obsolescence protection
- Financial models to liquidate your costs over the term of the agreement
- Outsourcing models, combined with state-of-the-art service level agreements, that generate savings to finance new IT projects
- Future purchase pricing metrics
- Contract templates, developed and refined with input from leading healthcare organizations
- Detailed terms and conditions that protect you in every possible way

## 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 Information Systems Projects

- Charleston Area Medical Center
- Continuum Health Partners
- Emory Healthcare
- Hershey Medical Center
- Holy Redeemer Health System
- Johns Hopkins Health System
- Memorial Healthcare System
- Northwest Hospital
- Northwestern Memorial Hospital
- Palomar Pomerado Health
- Sentara Healthcare
- University of Pittsburgh Medical Center

By retaining us as advisors on their IT procurement and outsourcing projects, these healthcare enterprises have achieved outstanding results. We invite you to hear firsthand how our involvement gave them the leading edge.

## 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.

*To discuss how we can help you get more from your Information Systems procurement and outsourcing transactions, contact Steve Boochever at 518.452.8787 or [sboochever@ihealthstrategies.com](mailto:sboochever@ihealthstrategies.com).*