

# NON-CORE SERVICE OUTSOURCING

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VENDOR SELECTION

KLAS®

Top 20 Year End Reports

2006/2007/2008

www.healthcomputing.com

## Looking Within to Enhance Performance

In healthcare and other industries, organizations are looking within to identify non-core services that are best handled by outside experts with a greater breadth of experience, tools and skills to manage and operate successfully.

Innovative Health Strategies provides advisory services to structure, source and develop outsourcing and strategic partnerships that reduce cost and enhance the quality of operations for our clients.

## Non-Core Service Specialties

Innovative Health Strategies has extensive experience outsourcing the following non-core services:

- Business Office Services (including Revenue Cycle Management)
- Mail & Courier Services
- Print Management
- Supply Chain Contracting
- Hotel Services
  - Food & Nutrition
  - Housekeeping
  - Plant Operations
  - Patient Transport
  - Laundry & Linen

We will help you achieve results through complete outsourcing, management service agreements or strategic partnerships.

## The Best Source for Outsourcing

Innovative Health Strategies combines several disciplines to manage the entire outsourcing process, from internal needs analysis to final contracting that incorporates your long-term performance goals. The range of services includes:

- Tools to determine which non-core services will yield the greatest quality and cost return through outsourcing

- Benchmarks to determine costs and performance metrics of current internal programs compared with outsourcing opportunities
- Customized RFP templates and comparative financial analysis tools to ensure optimal vendor selection
- Contract templates that establish performance parameters, placing contracted suppliers at risk for cost increases or service quality shortfalls
- Risk sharing models to incent greater savings or revenues

## Lawyers On Hand for Your Protection

Innovative Health Strategies has in-depth knowledge of all leading national service vendors. We will ask the hard questions upfront, handle negotiations, and see to it that you are covered through the transition. Through our law firm parent, Drinker Biddle & Reath LLP, we arrange for preparation of the necessary definitive agreements inclusive of all vendor commitments. We have access to legal assistance related to the labor-management, benefit and tax issues which often arise.

## Flexible Pricing

Innovative Health Strategies offers a variety of cost effective pricing customized to each client's needs. These range from typical fixed fee to contingent fee arrangements.

## Outsourcing Expertise

Having provided strategic advisory services in over 100 outsourcing transactions, our references are abundant and available from these high-profile clients:

- University of Pittsburgh Medical Center
- Illinois Hospital Association
- Johns Hopkins Bayview Medical Center
- Tenet Health System
- Rex Healthcare
- American Hardware Manufacturers Association
- Stamford Health System

## About Us

Innovative Health Strategies LLC provides strategic advisory services to build revenue and cut costs – while enhancing quality. We partner with forward-thinking executives to develop innovative, results-driven business strategies and transactions. Our specialty is large-scale procurement and outsourcing through strategic partnerships. With our 360° approach, we provide turn-key solutions from needs analysis to vendor selection to definitive agreements that ensure maximum client protection.

## About KLAS

KLAS helps healthcare providers make informed technology decisions. KLAS independently monitors vendor performance through the active participation of thousands of healthcare organizations. KLAS uses a stringent methodology to ensure all data and ratings are accurate, honest and impartial.

*To learn more about how our clients have rated our services, please visit KLAS at [www.KLASresearch.com](http://www.KLASresearch.com)*

*To talk further about Outsourcing opportunities, contact Neil Olderman @ 312.569.1279.*

[www.ihealthstrategies.com](http://www.ihealthstrategies.com)