



Washington Rural Health Collaborative

ANALYTIC SOFTWARE IMPLEMENTATION DRIVES JOINT CONTRACTING AND GPO MAXIMIZATION ACROSS MULTI-HOSPITAL/EMR NETWORK

ISSUE

Washington Rural Health Collaborative (WRHC) members and staff were challenged with efficiently maximizing joint contracting to focus on high-spend contracts that encouraged vendor alignment and maximized a GPO partnership.

SOLUTION

WRHC invested in and implemented spend analytic software to automate individual facility accounts payable spend. This solution allowed the collaborative to identify areas of alignment among all member facilities, focus on alignment of purchased services and lower operational costs among membership. Using data to drive joint contracting efforts provided the deepest savings and helped to ensure members achieve aggregate buying power. A secondary strategy was to achieve GPO alignment among WRHC facilities to support maximization of GPO use, lower costs and improve purchasing efficiencies. Partnering with Intalere and their regional affiliate Health Resource Services (HRS) was key to showing the value of GPO alignment and ensuring member facilities were recognized as a group when accessing applicable GPO contracts.

OUTCOME

More than \$180 million in purchased services spend was identified and categorized into actionable scopes of service. In addition, 600 vendor consolidation opportunities were highlighted. To drive the success of this work, WRHC is strategically partnering with Intalere and HRS to assist in achieving vendor alignment and cost reduction initiatives based on the data and needs of WRHC member facilities.

ABOUT WASHINGTON RURAL HEALTH COLLABORATIVE

The Washington Rural Health Collaborative is a network of 15 critical access hospitals, all serving rural areas of Washington State. The collaborative, established in 2003, focuses on teamwork, and forming alliances and relationships, with a demonstrated history of delivering value to its members and the rural communities they serve.



CONTACT

Carrie Wetzel
Contract Manager
360-726-2443
carrie@washingtonruralhealth.org