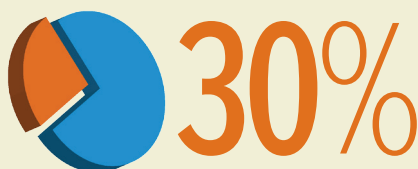
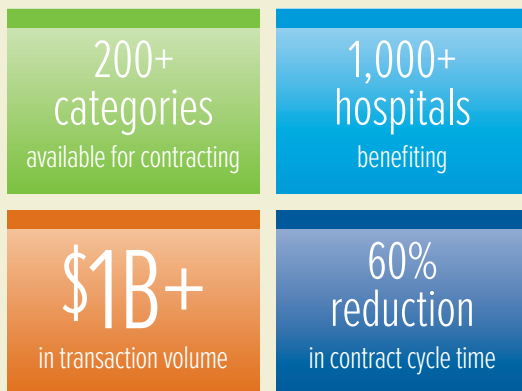


Supply chain *accessible*

A simplified approach to driving alignment and advancing the supply chain

With access to advanced analytics when creating an offer plus performance management tools to proactively monitor their business, suppliers are gaining market share and strategic partnerships by leveraging **aptitude**. Opportunities can be surfaced and acted on, all in one place, with our performance improvement platform - which is further enhanced with support and industry expertise available from our market executives.



**OF CONTRACT VOLUME IN
PHYSICIAN PREF. INITIATIVES**

Top MedSurg Categories

Exam Gloves
Incontinence Care Products
Advanced Wound Care

Top PPI Categories

Cardiac Rhythm Management
Coronary Vascular Products
Synthetic Surgical Mesh

CUSTOMER SATISFACTION SURVEY



5 STARS FOR CUSTOMER SUPPORT



91%

recommend **aptitude**

**TOP 3
BENEFITS:**

Speed to contract
Compliance management
Actionable Data

Resources to elevate performance and build strategic relationships

ACCESS TO ANALYTICS

Understand current market share and potential upside for current customer base; suppliers have opportunity to proactively send offers to customers if desired.

ONE TO ONE CONTRACTS

Agreements executed via **aptitude** are direct contracts with customers.

PERFORMANCE MANAGEMENT

Every agreement is monitored for compliance, suppliers are alerted to details like market share on spend volume and units or utilization at different facilities.

OPEN DOORS TO DECISION MAKERS

Use **aptitude** as the foundation for discussions with Vizient business units including Advisory Services and MBV, as well as clinical staff at providers.

aptitude in action

A platform for profit

*"When you combine the business opportunity with the access and visibility into compliance, our leadership team can clearly see the benefits of being a part of the **aptitude** online market."*

Medline

Savings made simple

"In today's healthcare environment, where both the suppliers and the providers are being impacted, we need to do everything possible to leverage business opportunities and reduce or eliminate manual procedures."

Mary Washington Healthcare

Flipping the Model

"We plan to expand our portfolio on the platform and make more products accessible to potential customers. It can be a catalyst for communication with customers making it a great go to market strategy for new products as well. I really see it as the way of the future."

Merit Medical Systems

Clean data, clear savings

*"When we did this three years ago, it took about eight weeks. With **aptitude**, we did it in about 30 days. So it was a win-win for us and the supplier."*

Denver Health

Bulk Benefits

"There are costs associated with processing purchase orders – with fewer orders we can deliver more value to providers."

Stryker Corporation

Net gains for the network

"If a supplier commits to a price based on volume, the member needs to hold up their end of the bargain."

Independent Hospital Network



Want to learn more? Contact us today!
ask@aptitude.com | 866-842-8811

