

Supply chain accelerated

aptitude delivers a simplified contracting approach to drive alignment, reduce costs and improve value.

With **aptitude**, you can reduce healthcare costs and accelerate supply chain opportunities through a powerful combination of data, technology and people.

Many healthcare professionals – from value analysis teams to supply chain managers – have successfully embedded **aptitude** into their contracting process. Since **aptitude** was launched in 2013, more than \$2 billion in purchasing volume has flowed through the online platform.



Who uses **aptitude**?

More than 1,000 of the nation's leading healthcare providers

10+ of the industry's largest aggregators



\$750M

CAPTIS

\$8.9B

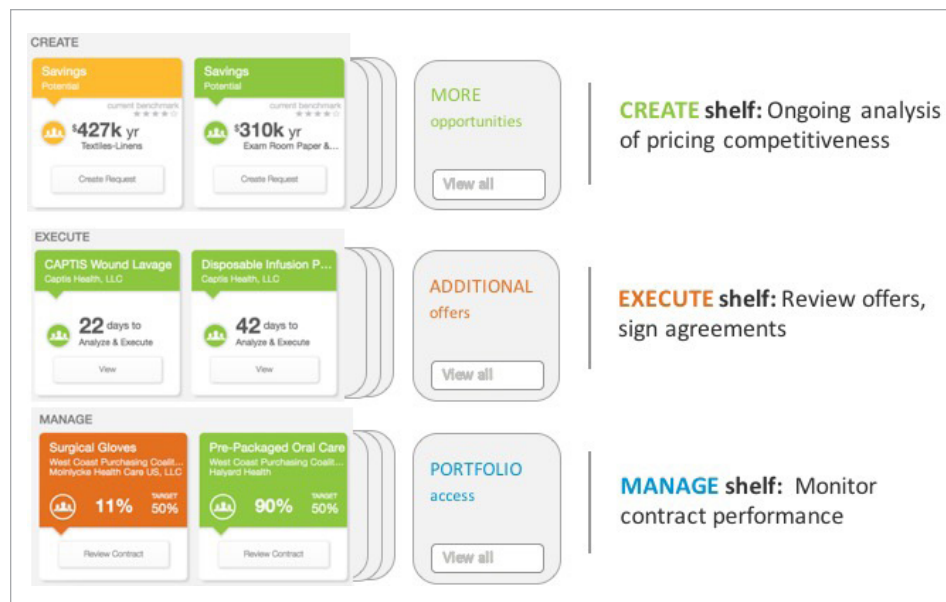
MNS

Supply Chain Network

\$3B

Strategic Planning

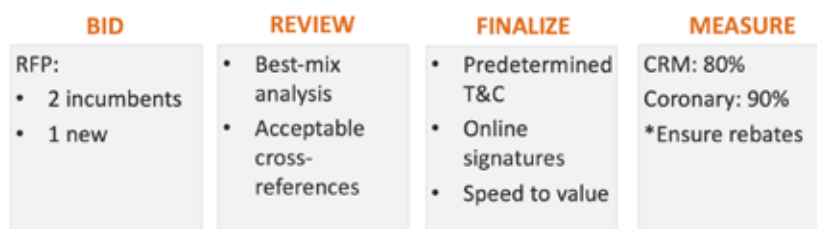
- Identify and prioritize your cost reduction opportunities
- Proactively monitor price performance against the industry and peers
- Determine the potential impact throughout your organization
- Create RFPs and send them to selected partners
- Use built-in benchmarks and advanced analytics to prepare your proposal



Cost Management

- Quickly act on high-potential initiatives
- Accelerate cost reduction with low risk and high return
- Leverage technology to go beyond volume and focus on value
- Generate “what-if” scenarios to make the best decisions for your organization
- Manage high-cost physician preference items by giving physicians relatable, accurate information to gain buy-in
- Monitor contract performance with monthly metrics by facility, category and subcategory

New CRM & coronary agreements led to nearly \$5M in savings



CRM – 13.3% savings | Coronary – 15.0% savings

\$4.575M COST REDUCTION

Value Analysis

- Improve clinical alignment in pursuing cost reduction initiatives
- Get real-time access to reliable, actionable data that spurs conversation and enhances decision making
- Identify supplier standardization efforts to begin discussions with end users
- Learn which suppliers can provide full coverage

Market Insight

- Take advantage of the dedicated **aptitude** support team to maximize each opportunity
- Enhance strategic partnerships through mutual support and facilitated communication
- Get superior service and in-depth training to optimize the entire process
- Receive assistance from subject matter experts in clinical categories



5 STARS FOR CUSTOMER SUPPORT



91%

recommend **aptitude**

**TOP 3
BENEFITS:**

**Speed to Value
Support from aptitude
Actionable Data**

Gaining efficiencies – in a single location

SAVINGS

15%

Per offer, often
without conversion, in
commodities, clinical
pref. & medical device

PROVIDERS

1,000

Benefiting from custom
approach; complements
current process

DAYS

72

On average it takes for
hospitals to identify and
execute an agreement

REDUCTION

60%

In contract cycle time
for buyers & sellers;
accelerating speed
to value

APPROVAL

91%

recommend **aptitude**

**Take the first step. Receive a high-level
assessment of your cost reduction
opportunities at no cost.**

We'll examine your data and compare it to market
performance. Then, we'll produce a report and
walk you through your best potential initiatives.