



11 Strategies To Save Big In 2008!

It Only Takes a Little Bit of Time to Save a Whole Lot of Money

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Webinar Agenda

11 Strategies To Save Big In 2008



1. PriceCheck: Trust But Verify To Save

1. **Best Price is a Function of Volume**
2. **Customized Contracts Work Best**
3. **Employ the Newest Technologies**
4. **Have Your Prices Audited Annually**



It's all About Strategies & Tactics

2. Perfect Your Competitive Intelligence

- **Trends**
- **Pricing**
- **Best Practices**
- **Innovation**



Don't Fly Blind!

3. Organized to Save

- **Prioritize**
- **Automate**
- **Mechanize**
- **Program**



Put All the Pieces In Place!

4. Establish Technology Value Analysis Team

- Prune
- Shave
- Verify
- Justify



36% Savings Possible!

5. Big Savings Beyond Your Core Products

Purchases
Services are
Equal to or
Greater Than
Your Supply
Expenses



Look Beyond Your Boxes To Save!

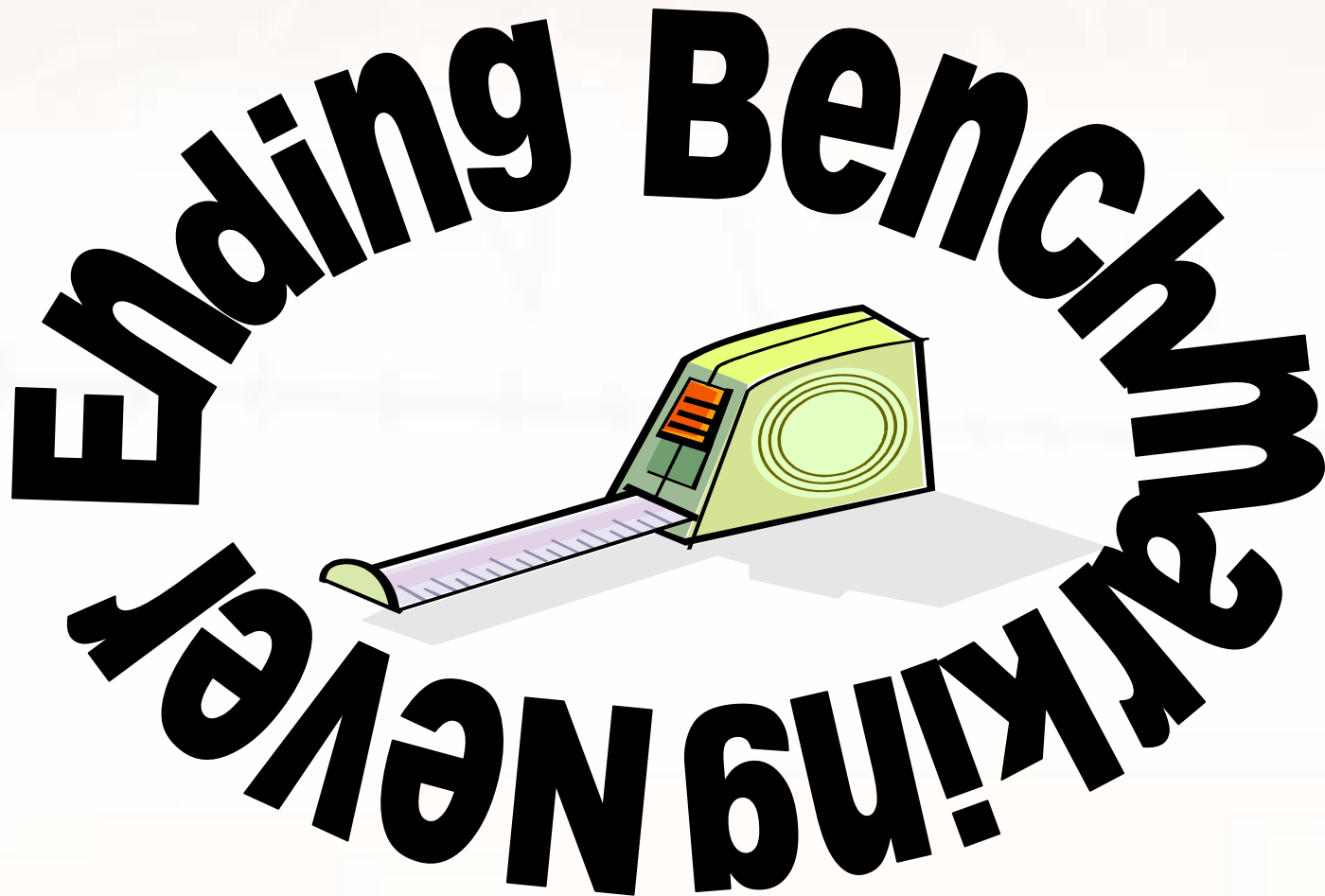
6. Make Savings Happen in the Red Zone

4 Categories (33% of Spend)



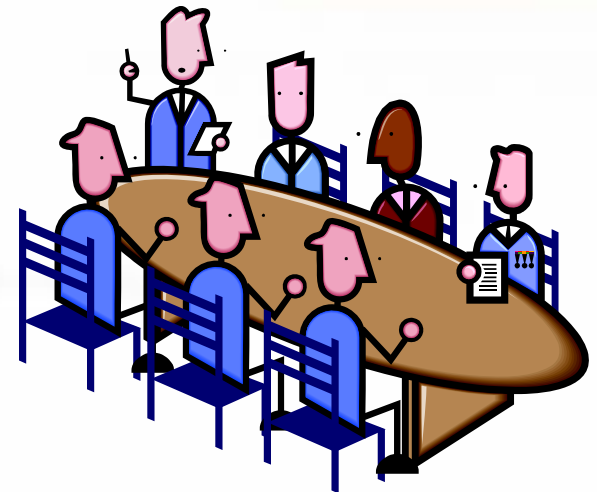
The Red Zone

7. Measure Almost Everything



8. Improve Your Savings Yield With Focus Groups

- **Don't Assume Outcomes**
- **Keeping an Open Mind**
- **Run One More Focus Group**
- **Don't Stop Listening**



Put the Focus on Focus Groups

9. Incentive Your Value Analysis Teams

**Non-Cash Incentives
Are The Best
Motivators In All But
Short-Term Incentive
Programs**



Incentivize to Energies Your Value Teams

10. Use These Six Powerful Words To Save Money

**Others Are
Doing it
This Way!**



11. Focus on the Long Tail Too

Physician preference items (14 categories by my count), which represent 33% of a healthcare organization's supply spend. While we are neglecting to focus on 67% (162 categories) of our supply spend (The Long Tail) where 76% of our new savings reside.



"NO COST – NO OBLIGATION"
Supply Saving Scorecard Could be
Your First Step In Meeting Your
Savings Goals For 2008!

<http://www.strategicva.com/scorecard.htm>

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