

SHARING A SUCCESS STORY ~ Riverside Medical Center



Riverside Medical Center, a 300-bed hospital in Kankakee, started with the IPC in November 2008. In less than a year, their conversion savings goal with IPC/Premier was exceeded!

~ *Conversion RESULTS* ~
\$500,000+ in implemented savings!

Dave Legris, Director of Materials Management at Riverside, recently discussed his hospital's successful conversion to the IPC.

Q. How do you feel about your decision to convert to the IPC/Premier program?

A. It was a very good decision for Riverside. Our CEO and CFO fully supported the conversion. The savings results we have achieved so far have justified our decision to join the IPC/Premier.

Q. Have you achieved the savings you expected based on the analysis conducted while you were evaluating IPC/Premier?

A. Yes. At the time we joined, Riverside was in the midst of contract negotiations for an extension of our med-surg distribution agreement. Through discussions with other IPC members, we were able to achieve a more favorable agreement from our distributor. Additionally, we have saved significant dollars through IPC enhanced agreements on endomechanical, wound care and contrast media products. To give one more example, we are converting to IPC agreements for surgical mesh and trocars with a potential combined savings possibility of \$100,000.

Q. How would you describe the support you got from the IPC during the transition period?

A. We got tremendous support from the IPC from day one. The field account rep was here every week and worked diligently with our distributors to get contracts converted in a timely manner. IPC office personnel were always quick to respond to questions or special requests. We simply were not used to this kind of support from our prior GPO.

Q. Can you think of any specific instances where IPC or Premier staff helped to smooth out any problems that occurred during the transition period?

A. Price discrepancies can be expected during this type of transition. The IPC field rep followed every price variance until a resolution was found.

Q. Have you benefited from the ability to interact with your peers through the various IPC activities?

A. Yes, meetings and conference calls are always beneficial. There is always some idea or advice I can come away with and use at Riverside.

A surgical mesh story

March, 2009: IPC signed a regional enhancement agreement for surgical mesh.

Summer 2009: Riverside conducted a successful surgical mesh conversion. In addition to the product meeting Riverside's clinical standards, the conversion process itself was mutually designed to meet the hospital's expectations. The process succeeded through a coordinated effort between the surgeons, materials management, and the supplier. The key factors included flexibility, needs assessment, minimal distractions, and, most importantly, *communication*.

RESULT: Riverside has realized an annual **savings of nearly 40%** through their conversion to IPC's agreement for surgical mesh.