

Genesis Healthcare Partners Saves \$140,000

ERA helps physician group boost cash flow



Project Information

Expense:	Medical Supplies
Industry:	Healthcare
Hidden Savings:	31%
Total Savings:	\$113,000

"ERA helped us streamline our supply chain purchasing. We have seen improvement in our accounting process and more importantly a significant savings compared to our previous agreement."

*-Donald Counts, Accounting Manager
Genesis Healthcare Partners*

The Challenge

Genesis Healthcare Partners (GHP), a multidisciplinary team of health care professionals including board-certified urologists and radiation oncologists, provides urology care and radiation therapy services for patients with many different types of cancer. Genesis has 18 locations in San Diego County. This physician group asked ERA to help them evaluate cost-savings opportunities in the area of medical supplies.

The Solution

ERA consultants reviewed medical supply expenses for GHP practice sites throughout the county. Even with their existing group purchasing organization (GPO), pricing varied from location to location. Making the change to a new GPO and Distributor brought deeper pricing discounts and free freight on all orders.

The Results

With \$366,000 in annual expenses for medical supplies, GHP's new group purchasing distributor will deliver yearly savings in excess of 31 percent — a significant boost to cash flow. These additional savings will help drive bottom line profits for GHP.



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