

Amerinet Northeast Alliance

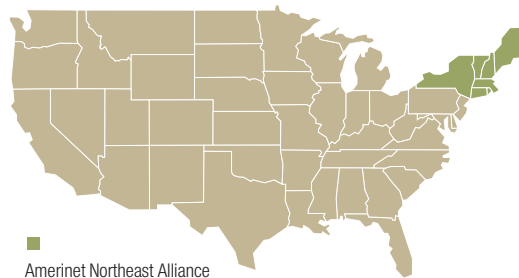
Reducing healthcare costs. Improving healthcare quality.

Amerinet regional alliances are virtual integrated delivery networks (IDNs) working together to drive improvements in their quality and financial outcomes. An Amerinet regional alliance provides an environment in which individual facilities, regardless of their size, can drive additional savings through the aggregation of their purchasing volume, improve their profit margin through revenue shareback and share best practices.

The Amerinet alliance program has demonstrated up to 20 percent annual savings in its members' group purchasing spend to help these members achieve a positive operating margin.

Benefits

- **Contracting leverage.** Increase your revenue margins through realization of additional cost savings by aggregating volumes within the alliance. You will have access to programs for enhanced pricing in non-clinical product areas, including construction and renovation projects, plant engineering, environmental services and executive solutions. And an alliance enables the opportunity to develop regional custom contracts and preferred distribution agreements to drive additional cost from their supply spend.
- **Operating performance.** Alliance members have the ability to increase their revenue shareback through the overall growth of the alliances purchasing volume. And through Amerinet, you'll have access to leading financial management solutions to help you make even better decisions and improve your bottom line.
- **Professional development.** Inquisit®, Amerinet's strategic education partner, supports your growth and development by providing educational seminars where you can earn Continuing Education (CE) contact hours and Continuing Medical Education (CME). In addition, regularly scheduled alliance meetings foster networking with your peers.



The Amerinet Northeast Alliance (ANEA) is comprised of 100 healthcare facilities within the New England region, representing more than \$280 million in group purchasing volume. ANEA has leveraged its purchasing volume to negotiate preferred distributor agreements with Cardinal in medical surgical distribution and AmerisourceBergen in pharmaceutical distribution. ANEA members have the ability to lower their medical distribution costs by participating in the Cardinal medical and laboratory distribution programs. The AmerisourceBergen agreement has demonstrated more than \$1 million in savings for ANEA members in just one year. In addition to the preferred distributor programs, ANEA has negotiated more than 30 manufacturer contracts with enhanced tiers to drive substantial savings for ANEA members.

About Amerinet

As a leading national healthcare solutions organization, Amerinet strategically partners with acute and non-acute care providers to reduce costs and improve quality through its performance solutions. Built on a foundation of data, savings and trust, and supported by a team of clinical and supply chain experts, Amerinet enriches healthcare delivery for its members and the communities they serve. Based in St. Louis, Amerinet serves a growing membership nationwide.

Learn More

If you are interested in learning more about the Amerinet Northeast Alliance (ANEA) and the positive outcomes it can deliver to your operating margin, talk with your local Amerinet Director of Member Solutions or contact:

Don Smalley-Rader
Senior Director Alliance Solutions
877-711-5700, ext. 8491
don.smalley-rader@amerinet-gpo.com
www.amerinet-gpo.com