

SUCCESS STORY

Amerinet Savings Roadmap

Amerinet's Customer Service, Tools, Contracts Win Over North Carolina Radiology Group

"After joining Amerinet, it only took a couple of months to realize they were separating themselves from the other established GPOs by doing more for the customer."

For Jayson Coleman of Charlotte Radiology, it did not take long to discover the value-added resources — high quality customer service and innovative software tools — that Amerinet offers to its nationwide membership. This is in addition to the approximately 1,500 contracts with industry-leading suppliers that mean significant savings for healthcare providers of all shapes and sizes.

As purchasing director, Coleman is attuned to the needs of one of the largest and most progressive radiology groups in the Southeast. With 70 physicians and 450 total employees, Charlotte Radiology offers 24/7 coverage for more than 10 hospitals in the Carolinas, owns and operates 12 breast centers, and jointly owns and reads images for Carolinas Imaging Services.

Amerinet provides access to contracts along with tools — such as Amerinet Savings Roadmap — that enable healthcare professionals like Coleman



to identify savings opportunities on imaging equipment, services from a variety of suppliers and much more.

Coleman's initial contact with Amerinet was the result of a sales visit from a then new member of the Amerinet Sales team who called on Charlotte Radiology previously as a supplier representative.

"Once I was on board with doing a cost analysis, Amerinet provided me with

the Savings Roadmap to show exactly what expenses could be reduced," Coleman said. "The Roadmap showed that we could reduce our annual costs by 10 percent with this one particular supplier, so we went forward and took advantage of the Amerinet contract."

Savings Roadmap analyzes and compares members' current spend with Amerinet's portfolio of product and service contracts to identify exact contract matches.

“This savings led Lois Lockerman and me to start looking into other savings options with other suppliers,” Coleman said of the results of the Savings Roadmap. “Within a few months, we jumped on board with Amerinet contracts with a couple more suppliers.”

By partnering with Amerinet, healthcare facilities have access to group purchasing experts, clinical professionals, materials managers and contracting specialists to address challenges related to technology, clinical operations, data management, executive-level decisions and supply chain management.

“Healthcare organizations that fully utilize our contracts and services have the inside track on reducing the cost and improving the quality of the care they deliver,” said RJ McNaughton, Amerinet’s executive vice president of sales. “We at Amerinet are committed to helping our members achieve the goals that meet their specific needs.”

Coleman affirmed that Amerinet has delivered value to his organization during its first year as a member.

“And they do this by having account representatives all over the country who can form a relationship with me, the customer, to assist with anything and everything,” he said.

“Amerinet is the only GPO that I know of that has a local account representative assigned to manage each account. This is very, very beneficial in more than one way, and it opens the door to potential savings without me having to do most of the analytical work.”

About Amerinet Inc.

As a leading national group purchasing organization, Amerinet strategically partners with healthcare providers to reduce costs and improve quality.

Through Amerinet’s total spend management solutions and operational performance improvement tools and services, we assist providers in reducing costs, improving efficiencies and creating new revenue streams.

Supported by a team of clinical, data and supply chain experts, Amerinet offers a comprehensive and competitive portfolio of product and service contracts designed to address members specific needs.

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