

# Amerinet SUCCESS

*Amerinet Choice®*

## Hospital Finds Savings, Preferred Supplier

Bronx Lebanon Hospital Center in Bronx, N.Y. signed on as an Amerinet member in July 2003. In just the first year, the 847-bed health system's Amerinet purchases shot from \$0 to \$1 million. The unbeatable price and quality of Amerinet Choice® products is the primary reason for the rapid growth in participation.

"Bronx Lebanon selected Amerinet Choice products because the quality is the same or better than what we used before and because they are cost-effective," said Seif Rehim, assistant vice president, materials management.

### Returning to a Preferred Supplier

Bronx Lebanon had used Huntleigh Healthcare's intermittent pneumatic compression devices (ICDs) but switched to

a new supplier to save money. The new supplier's ICDs were acceptable, but the staff preferred the quality of the Huntleigh version.

Shortly after Bronx Lebanon had become an Amerinet member, Rehim began using

Amerinet Choice. The group purchasing organization's own product line, Amerinet Choice provides products manufactured by market-leading suppliers to meet or exceed FDA and industry standards. Health care providers save an average of 20 percent and earn rebates when they purchase Amerinet Choice products.

Amerinet Choice offered the health system Huntleigh-manufactured ICDs at an affordable price. As a result, Bronx Lebanon has been able to return to their preferred provider.

### Achieving \$20,000 in Annual Savings

In addition to the ICDs, Bronx Lebanon also started using Amerinet Choice exam gloves, manufactured by Kimberly-Clark Corporation. As a result, the health system has saved approximately \$20,000 and continues to use a high quality product, Rehim said.

Both the ICDs and gloves passed review and user testing through Bronx Lebanon's product evaluation committee.

### Exploring Additional Opportunities

Bronx Lebanon plans to evaluate additional Amerinet Choice products to see if they can deliver similar quality and savings benefits. The health system is currently evaluating the wound care portfolio, including adhesive bandages, skin closures and traditional wound care.

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- Seif Rehim  
Bronx Lebanon  
Hospital Center