

Amerinet SUCCESS

Amerinet Choice®

\$100,000 Annual Savings on Blood Pressure Cuffs

OSF Healthcare System is an integrated health network serving 1.5 million people in central Illinois, southern Wisconsin and upper Michigan. A member of Amerinet for more than 10 years, OSF was already a loyal Amerinet Choice customer, using products ranging from adhesive bandages to intermittent pneumatic compression devices.

When their supplier of blood pressure cuffs was unable to provide consistent pricing, OSF turned to Amerinet Choice for a solution. Amerinet Choice offers a high-quality line of blood pressure monitoring products

manufactured by Trimline.

“I am very proud that OSF chose to partner with Amerinet Choice.”

- Anna Bandy
OSF Healthcare System

the OSF Healthcare System Corporate Office in Peoria. “The results were really surprising. It appeared we could save nearly \$100,000 per year through the Amerinet Choice program.”

One Cuff at a Time

Because of its size – more than 1,500 licensed beds in six acute care hospitals and one long-term care facility – converting a ubiquitous product such as blood pressure cuffs represented a real challenge for the health care system. Therefore, the system decided to focus, initially, on disposable cuffs.

According to Bandy, Amerinet Choice and Trimline representatives did a great deal of up-front work to make the transition as smooth as possible, having numerous meetings with clinical staff and the system’s biomedical engineers.

“Trimline’s representation has been outstanding,” Bandy says. “They addressed every issue immediately, including a glitch at the inception.” As Bandy explains, clamps on the two-tube cuffs were positioned wrong. “Trimline took them all back, repositioned the clamps, and did not release them until we approved of the change.”

As for the product quality, Bandy said, “I’ve not had one complaint about the quality. In fact, my staff was excited to use them.”

Value through Collaboration

“I am very proud that OSF chose to partner with Amerinet Choice,” Bandy said. “Amerinet brings high integrity, and its philosophy of choice, voice and value makes them a perfect partner for our organization.”

“I deal with numerous departments throughout our system. I feel that Amerinet Choice tries to understand the end-user’s perspective. And, in turn, they give me a voice in the vendors they work with, and the products they offer.”

The program has been so successful that Bandy’s plan for 2005 includes system-wide conversion of reusable cuffs.

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