



Savings Opportunities Still Exist in a “Fee-for-Service” World

As the Affordable Care Act continues to impact the revenue of Healthcare operators, it is the goal of OMG to provide information and solutions that give our readers viable options to consider. This article will focus on how Supply Chain and Purchasing offers a potential for immediate savings.

Industry observers might appear to be overly occupied with what the future holds in terms of things like ACOs, mobile health or big data, but there are still opportunities to save money and improve quality within the current “fee-for-service” state.

The health care supply chain is one area that may not get as much attention as it could or (should). UHC, an alliance of 120 nonprofit academic medical centers and affiliated hospitals, just announced that its members saved \$284 million through improved supply chain management. According to UHC’s Senior Vice President of Supply Chain, the savings came through a variety of ways - generally, the techniques reported by UHC members involved expanded automation and standardization of the supply chain, expanded relationships with clinicians regarding purchasing choices and the systematic analysis of the clinical effectiveness of supplies being used.

A few options that will reduce overall costs and increase effectiveness are: prescreening procedures to order the correct amount of certain products such as BMP (Bone Morphogenetic Protein), which is very expensive, shifting the prescriptions of high-profile medications to the cheaper “generic” versions, especially when it relates to blindness, and reviewing the “non-revenue” generating service areas to see where efficiencies in staffing, equipment, postage spend, etc. can be obtained.

OMG are the experts at finding savings and efficiencies for our clients. With over twenty two years of expertise in managing ancillary service areas, our clients have benefited by receiving tens of thousands of dollars in savings each year – and this money goes right back to their bottom line. The OMG methodology operates the same way with each client – we know where to find the savings and every penny is documented and reported on a weekly, monthly, yearly basis. Our clients can see in “real time” where the savings are coming from and can adjust future spend accordingly. In addition, they receive detailed reports, documented processes and procedures, Disaster Recovery protocols and many more value-added benefits.

Call today to learn how your organization can start saving today. OMG will perform a Due Diligence Review of your non-revenue generating departments and deliver our analysis or recommendations. Our expertise guarantees a streamlined operation with improved productivity and most always, a substantial cost savings. Call - 513-429-9526 or e-mail - info@omgservices.com.