



HEALTHTRUST[®]
Clinical & Advisory Services

System-Wide Product Standardization

CHALLENGES

- The merger of two IDNs created a 37 hospital system lacking a standardized Value Analysis program
- Opportunity for improved Value Analysis governance and sustainable implementation process
- Communication gaps, common in new-growth systems, slowed savings efforts, splitting them across the organization

SOLUTIONS

- HealthTrust provided a dedicated Clinical Resource Director, who led the surgical value analysis team and developed a system aligned surgical portfolio work plan and cost savings roadmap
- Collaborative teams were put in place to track progress on key milestones around supply standardization and contract optimization

OUTCOMES

- HealthTrust identified system-wide cost saving initiatives that will deliver **\$7.843M in savings**
- HealthTrust implemented product standardization and formulary initiatives

VALUE ANALYSIS CASE STUDY



Steward Health

With 33 community hospitals across nine states and the country of Malta serving over 800 communities, with more than 43,000 employees, Steward is the largest private, tax-paying hospital operator in the country.

33 Hospitals

5,667 staffed beds

\$4.48B NPR

\$628M annual supply expense

1.72M Adjusted Patient Days

COST SAVING
INITIATIVES WILL
DELIVER

\$7.84M

IN SAVINGS



Contact the Advisory Services team at
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