

Ultimate Strategic Sourcing Checklist for Healthcare Leaders

Follow these steps to consistently achieve better contracts for high-ticket PPI spending.



Use Scenarios to Analyze Bids with Most Value

- Build different pricing scenarios either using Curvo solutions or manual spreadsheets (static and slow to adjust.)
- Use digital scenario builder to answer questions quickly.

Bring Your Best to Supplier Negotiations

- Compare suppliers using scenarios to analyze various bid responses.
- Use champions and physician support to counter supplier interference.



Gather Business Intelligence and Digitize Contract Workflow

- Prepare snapshot of current state using manual methods or a responsive digital solution like Curvo procedure analytics module.
- Your business case for change should be based on:
 - Marketplace and internal benchmarking
 - Physician utilization
 - Supplier / medical device / cost
- Use a timesaving spend management platform for digitization and analysis.

Test Drive SaaS Solutions for Strategic Sourcing

- Everything works better with clinical spend management technology and enriched data.
- Set up time for your team to explore the Curvo Platform and strategic sourcing solutions.



Track internal and External Benchmarks

- Physician utilization is a critical metric. Unchecked variations chip away at negotiated savings.
- Watch physician utilization across the healthcare network every month to catch changes early.
- Use enriched DaaS from case analytics, PO history and other sources to spot changes.

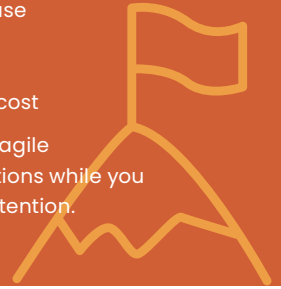


Convince C-suite and Physician Champions

- Identify a C-Level champion for support if you expect physician resistance.
- Demonstrate how pricing can be improved and get buy-in.
- For complex PPI contracts, also align with respected, high-volume surgeons.
- Establish game plan in collaboration with your champions. It may take multiple meetings.

Win Physician Audience with a Confident Briefing

- Only engage physician community after securing senior leader champions.
- Show physicians credible, insightful data about PPI utilization:
 - By patient or case
 - Type of surgery
 - By surgeon
 - Supplier / PPI / cost
- Use scenarios for agile response to questions while you have audience attention.



Take the Next Step to Strategic Sourcing Success

Not sure how much of this you can get done on your own? We can help. Take the next step and set up time for your team to explore the Curvo Platform, services, and solutions.

