

SUCCESS STORY

CARLE FOUNDATION

An independent third party interview with Debbie Schmidt, Director of Supply Chain Services and Bob Slesinski, Value Analysis Coordinator, at Carle Foundation Hospital.

SUMMARY OF BUSINESS

The Carle Foundation is the not-for-profit parent company of an integrated network of health-care services. Their supply chain operations is a complex web of patient transport, logistics, outside couriers, purchasing, and storeroom, among others. All these departments and their administrators – as well as surgeons and other clinicians – rely on supply chain to provide the devices they need to operate smoothly.

SERVICE NEEDS

Carle Foundation was tasked with reducing their expenses by 20 million dollars. But finding cost-saving opportunities quickly and efficiently can be difficult – especially after you’ve already identified the bigger contracts.

“We wanted to find those product categories that nobody thinks about,” Ms. Schmidt said.

“We wanted to analyze the data and categorize the spend, so we could see where the opportunities were.” The smaller projects can really add up.

“We didn’t even think of some of the potential cost savings that Curvo showed us,” Ms. Schmidt said.

GETTING TO KNOW CURVO

CURVO SOLUTIONS

Ms. Schmidt first got to know Curvo by talking to them by phone.

“They’re pretty laid back and easy to work with,” she said. “Smart, too; they really know what they’re talking about.”

When the Curvo team visited on site, both Ms. Schmidt and Mr. Slesinski found them to be “clever and fun, and always looking for ways to make the [Curvo] system better.”

NO PROJECT TOO SMALL

Curvo was a perfect fit for Carle, because Curvo was open and flexible about tackling a myriad of smaller, more difficult projects that others wouldn’t take.

“Curvo is unique,” Ms. Schmidt said. “They are incredibly agile and quick to take information from us and leverage it in the Curvo tool.”

FAST AND INTUITIVE START UP

“We were up and running in a matter of weeks. It was easy, simple, and efficient. Everything was categorized by total dollar; we were then able to choose which categories to pursue,” Ms. Schmidt said.

“With Curvo, now I feel I ALWAYS have a tool to find an opportunity.”

RAPID RESULTS WITH MINIMAL EFFORT

Within just six months, Carle experienced a **\$165,000** in annual savings with only four Curvo projects.

"When we first started [increasing supply chain cost savings], we were doing big projects, \$100,000 to \$300,000 a pop; but they die off after a while. To find three to four projects that tally more than \$100,000 that you can do efficiently – when it's not a lot of lifting, that's awesome. Curvo leaves us free to do the other things," Mr. Slesinski said.

ROI DETAILS

Curvo's software helped Carle Foundation negotiate better pricing locally, without expensive consultants. In the first nine months, Carle experienced a 5X ROI. Specifically, Curvo helped:

Evaluated and move business to a new sports medicine instruments vendor, which saved

\$64,000

Converted to a new Sports Medicine Soft Tissue Implants and vascular closure vendors, which together saved

\$36,000

Identified a price increase on one of their products, which saved

\$32,000

SIMPLY PUT?

"Curvo helps us look good," Mr. Slesinski said. "We don't have churn and disappointment. We can implement savings without major conversions."