

## Health System Overview

Reid Health is a not-for-profit, 217-bed regional referral medical center that serves east central Indiana and west central Ohio. The center is committed to delivering compassion, service, excellence, and value for their patients. Part of this mission is to provide their caregivers with the quality medical devices that they need most.

## Summary of Clinical Spend Service Needs

Ryan Davis is responsible for all operational, financial, and leadership activities of the Material Services department at Reid Health, including areas of purchasing, distribution, and receiving. Reid partners with a national GPO along with a regional purchasing collaborative.

Understanding that these GPO partners may not have established contracts for all supply categories and that price benchmarking data outside of the GPO is essential for success, Curvo has been the data solution for Reid. Mr. Davis says Curvo is vital not only for validating the savings opportunity in a supply category, but also to pinpoint where those opportunities are so they can be realized.

## The Curvo Solution for Categorization and Benchmarking

Mr. Davis has now used Curvo for just over two years. He was won over during the first three months of evaluation. "Without much effort," he tells us, "we identified an opportunity to save \$25,000 in the advanced energy category. I didn't have the visibility to the data I needed to identify those kinds of opportunities before Curvo. The opportunities were hidden. Curvo brought them to light."

A more recent example is a \$100,000 savings implemented through negotiation with one of Reid's Spine vendors as a result of Curvo's data. Just prior to implementing Curvo, Mr. Davis negotiated reduced pricing with this Spine vendor to save \$200,000 in the first year. "We thought we did great. Curvo's opportunity dashboard made it very clear that Spine still needed attention and that significant opportunity remained with the same vendor. Curvo's data is presented in a way that makes it very difficult for vendors to dispute. We pretty quickly achieved that additional \$100,000 savings."

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### Additional Benefits of Curvo

In addition to appreciating the responsiveness of the Curvo team and the easy-to-use website interface, Mr. Davis notes that he really appreciates that he can:

- Access up-to-date spend details quickly, and identify in real time what supply price changes have taken place.
- Quickly export data to identify savings potential in any supply category or by specific vendor.
- Sort annual spend by vendor and determine current market share in any category.

Curvo gives Mr. Davis insight into repricing opportunities with current vendors and helps him start the conversation. **"This is the best source of data that I have and they continue to develop it and only make it better. Curvo's service and support is excellent."**

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### The Results? Great Value and Insight

Compared to other tools that he has used, Mr. Davis reports that Curvo is "very valuable and economical." Now that many major savings categories have been addressed, as well as those that Curvo helped to identify as "easier wins," he is working with Curvo to tackle several remaining \$10,000 to \$25,000 savings initiatives that can often slip through the cracks for busy supply chain leaders.

**"Without Curvo, I wouldn't know where exactly to focus our attention next."**

Curvo shows what's next.

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Curvo is a revolutionary clinical spend management platform that automates and modernizes hospitals' and healthcare systems' supply chains.

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