SURGERY CENTER SOLUTIONS
REDUCING HEALTHCARE COSTS. IMPROVING HEALTHCARE QUALITY.
Every day, you’re working hard to keep expenses low and quality high. But the more complex healthcare gets, the more difficult your job becomes. We understand. And that’s why we developed Amerinet Surgery Center Solutions: the simple, yet total answer to helping you improve operating margins and do what at times may seem impossible — lower costs at the same time you enhance quality and safety. Not only is it possible — it’s a goal you can achieve, when you choose Amerinet.

We provide a comprehensive range of member-focused products and services, delivered by industry-leading suppliers. And group purchasing solutions that offer significant savings opportunities for all network members serving the surgery center markets.

**TODAY’S COMPLEX SURGERY CENTER ISSUES**

Today, surgery centers face more challenges than ever before. Amerinet’s team of specialists works closely with members to customize new and more effective solutions.

- **Reducing costs** — Surgery centers across the country are faced with providing improved care while keeping costs low. Working with our distributors, we offer the highest quality products, which cover more than 95 percent of surgery center purchases. Amerinet can offer your facility significant savings in your high spend areas, including physician preference items and up to 10 percent or more on pharmacy purchases.

- **Technology upgrades** — Keeping pace with the latest technology upgrades has always been important to surgery centers. In recent years, the nationwide push for increased use of electronic medical records has compounded this issue for facilities. Amerinet brings you technology solutions and reporting that put real-time information at your fingertips to help manage inventory and other issues. Tools including our Accuprice software program, can generate additional savings for your facility by ensuring you are paying exactly what you should. And you won’t have to use valuable time auditing invoices. It’s all done automatically.

- **Reimbursement** — Reimbursement rates seemingly are always changing. And for surgery centers, any adjustments seem to always be lower.

- **Conditions for Coverage** — CMS recently issued revised Outpatient Prospective Payment System/Ambulatory Surgical Center Payment System (OPPS/ASC) rules, which establish new conditions for coverage for ASCs. These rules reflect current ASC practice by focusing on the care provided to patients and the impact of that care on patient outcomes. Amerinet can help you navigate these new rules and assist your facility in instituting quality measurement and assurance practices.

- **Credit collections** — Collecting fees that are due your organization is important for surgery centers. Organizations must be resilient in their efforts to obtain payments from insurance companies and patients.
The Amerinet team includes surgery center experts who ensure we deliver the products you need most, at the best possible price.
Trust Amerinet to Keep Things Simple.

Delivering savings of up to 28 percent. Nearly 2,000 surgery centers partner with Amerinet for innovative ways to reduce their cost per procedure and improve quality of care. Every dollar returned to the bottom line frees funds to invest in new technology, improved business systems or patient services.

Amerinet’s surgery center services include:

- Group Purchasing Portfolio – Contracts, indexed by procedure type, covering nearly all areas of expense, including diagnostic imaging, medical and surgical supplies, pharmacy supplies, office supplies and environmental services which offer significant savings including:
  - Savings of up to 10 percent or more on pharmacy purchases
  - Savings of 8 to 12 percent on surgical supplies
  - Savings of up to 10 percent on custom procedure trays
  - Amerinet Choice® - Our private label sourcing program, offering savings across the portfolio of medical, pharmaceutical, office and environmental supplies

- Alliance with the Ambulatory Surgery Center Association – Amerinet’s alliance with the Ambulatory Surgery Center Association (ASC) demonstrates our commitment to the non-acute care market and gives organizations a voice in shaping Amerinet’s solutions. In addition, Amerinet supports this organization by sponsoring meetings and educational programs.

- Information and education through Amerinet’s education division, Inquisit®, which offers online, audioconference and on-site programs for healthcare professionals at significant cost-savings

- Revenue cycle management – Improves billing, coding, reimbursement and collections

Amerinet’s Value Proposition

Through partnerships with market-leading suppliers, Amerinet delivers significant savings in all segments of the healthcare spectrum – from a wide variety of often-ordered items to high-dollar, high-tech purchases that occur only every few years. More than just the savings on nearly 1,500 contracts, the real value of an Amerinet membership is...

The opportunity to voice your opinions on what types of Amerinet contracts are formulated.

The unmatched commitment to superior customer service at all levels of our organization.

The custom contracting opportunities that are open to members willing to commit their business to us.

The low-cost continuing education opportunities in more than 30 healthcare disciplines available through Inquisit.

The clinical specialists in the field working directly with our members on improving clinical outcomes.

It all adds up to the real value that Amerinet members utilize in reaching their clinical and financial goals.
Among the other unique benefits offered by Amerinet are:

- Surgery center specialists, who provide the support that members need as they conduct patient care activities and develop strategic plans.

- Amerinet’s TargetBuy® promotions offer limited-time pricing on various kinds of capital equipment, including digital imaging equipment, stretchers, monitors and much more. The result is significant savings on general contract pricing for Amerinet members on major purchases from industry-leading suppliers. Working through its supplier partners, Amerinet also offers promotional specials to member facilities.

- Member resources provides real-time access, 24 hours a day to members’ contract information, purchasing history and financial information. A section of the Amerinet Web site, member resources is a portal to the Web-based tools, programs and services found on www.amerinet-gpo.com. The featured areas of member resources highlight Amerinet’s Surgery Center Solutions, Total Spend Management Solutions, contract portfolios, TargetBuys and purchase activity reports.

“We are committed to helping Indiana surgical centers deliver safe and affordable care. This strategic partnership (with Amerinet) will enhance our members’ ability to serve patients with the most comprehensive products and services on the market.”

- Carol Blanar, Executive Director
  Indiana Federation of Ambulatory Surgery Centers
Innovative strategies that bring measurable value to its members – that’s what Amerinet provides with its Business Intelligence Tools. Through Diagnostix™, a wholly-owned subsidiary of Amerinet, we deliver data-driven savings for healthcare providers through data management and analysis. These tools take disparate organizational data and turn it into workable and actionable information so Amerinet members can more effectively manage areas including physician preference items, supply expense, finances, operations and profitability.

**BUSINESS INTELLIGENCE TOOLS**

**AccuPrice**
AccuPrice® offers the software tools, dashboards and services to ensure price accuracy. Through the use of AccuPrice, Amerinet has reduced the number of provider price variances by 65 percent since its release in May 2005. Providers have noted that time devoted to this activity has significantly reduced auditing time. In one instance, AccuPrice reduced auditing time from five hours a week to five minutes a day.

AccuPrice is an innovative software tool that combines master file maintenance, daily price audits and staff resources to quickly identify and resolve pricing errors. Each day, the AccuPrice software reviews all purchases and submits an audit report by e-mail to the facility including key elements such as unfavorable and favorable variances on base as well as tier pricing programs. The bottom line is that AccuPrice can improve margins, improve billing efficiency and identify additional savings opportunities for your facility.

**Amerinet Decision Rx**
Amerinet Decision Rx® empowers pharmacy members to reach optimal margin improvements. Tools that provide accurate reporting results lead to the best supply chain decisions. Amerinet Decision Rx does exactly that, providing reporting at every stage of a member’s workflow. Amerinet pharmacy members are now able to manage their pricing, audit their purchases and optimize their margins by making confident decisions based on accurate reporting information.

**Amerinet Savings Roadmap**
Amerinet Savings Roadmap™ is a pathway to identify realistic and actionable opportunities for contract savings and product standardization, utilizing a competitive portfolio of product and service contracts. This process makes it possible for decision makers to conduct a complete analysis of their total spend. It identifies immediate savings opportunities by displaying key information for executive review and effective decision support.

Savings Roadmap analyzes and compares members’ current spend with the Amerinet portfolio to identify exact contract matches. This dynamic reporting tool enhances the decisionmaking process by creating reports that evaluate total supply chain spend.
Amerinet Surgery Center Solutions is a simple, yet total way for you to achieve what may seem contrary at first – reducing costs and increasing the quality of care at the same time. Now imagine your facility is doing the same thing. That’s what our Total Spend Management Solutions are all about.

**Total Spend Management Solutions**

Supported by a portfolio of product and service contracts, Amerinet delivers strategic solutions and expertise – all designed to maximize your financial performance. The wide range of programs offered through our Total Spend Management services provides solutions to address supply chain and operational performance issues such as revenue cycle, price accuracy, data integrity, transparency, physician relations, employee satisfaction, recruitment and productivity.

Wise spending. Efficient operation. And leveraging our nationwide network to create economies of scale. Our Total Spend Management Solutions deliver it all and something far greater: the ability for your organization to become more vital, more robust and more focused on what you want to do most – give your patients the quality of care they deserve.

Healthcare grows more complex by the day. Amerinet is proud to be the GPO that is reducing confusion – not adding to it. The more challenging facilities management becomes, the more you can trust Amerinet to keep things simple.

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*“Using the Amerinet Diagnostix tools has shown not only discrepancies in costs but also those suppliers and manufacturers who provide us with the best prices and services.”*

- Cari Scordo, Purchasing Manager, Lexington (Ky.) Clinic

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**More Amerinet solutions to help facilities management balance cost with quality:**

- Computerization and support
- Environmentally Preferred Purchasing
- Safety-related services
- Staff improvement programs
- Quality improvement
Improving Your
Supply Chain and Operational Performance

- Price Accuracy
- Data Integrity
- Physician Relations
- Transparency
- Employee Satisfaction
- Recruitment
- Productivity

Questions? Ask your Amerinet representative
or call Customer Service at 877-711-5700

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Amerinet serves acute and non-acute healthcare providers nationwide.

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