Intalere regional alliances are virtual integrated delivery networks (IDNs) working together to drive improvements in their quality and financial outcomes. An Intalere regional alliance provides an environment in which individual facilities, regardless of their size, can drive additional savings through the aggregation of their purchasing volume, improve their profit margin through revenue shareback and share best practices. The Intalere alliance program has demonstrated up to 20 percent annual savings in its members’ group purchasing spend to help these members achieve a positive operating margin.

About Intalere Keystone Alliance

The Intalere Keystone Alliance is comprised of over 28 healthcare facilities within the Pennsylvania, New Jersey and Maryland region, representing more than $60 million in group purchasing volume. Keystone has leveraged its purchasing volume to negotiate preferred vendor agreements to assist in lowering operational costs. Keystone members have the ability to lower their supply costs though the aggregation function acting as a virtual IDN which can result in savings up to 20 percent. In addition to these enhanced contracting opportunities, the alliance provides unlimited educational, revenue enhancement and networking options that promote their quality of care initiatives.

Benefits

- **Contracting leverage.** Increase your revenue margins through realization of additional cost savings by aggregating volumes within the alliance. You will have access to programs for enhanced pricing in non-clinical product areas, including construction and renovation projects, plant engineering, environmental services and executive solutions. And an alliance enables the opportunity to develop regional custom contracts and preferred distribution agreements to drive additional cost from their supply spend. Enhanced contracts benefit members by 6-8 percent in additional savings. The Intalere Committed Savings Program benefits the member approximately 15-18 percent in additional savings.

- **Operating performance.** Alliance members have the ability to increase their revenue shareback through the overall growth of the alliance’s purchasing volume. And through Intalere, you’ll have access to leading financial management solutions to help you make even better decisions and improve your bottom line.

About Intalere

Intalere focuses on elevating the operational health of America’s healthcare providers by designing tailored, smart solutions that deliver optimal cost, quality and clinical outcomes. We assist our customers in managing their entire non-labor spend, providing innovative technologies, products and services, and leveraging the best practices of a provider-led model.

Learn More

If you are interested in learning more about the Intalere Keystone Alliance and the positive outcomes it can deliver to your operating margin, talk with your local Intalere Director of Member Solutions or contact:

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