



THE TOP 4 COST REDUCTION STRATEGIES FOR THE ASC

Over the past 5 years, reimbursements have declined while costs have steadily risen. There is no indication this trend will slow over the next 5 years. Cost containment is critical in order for the ASC to remain viable. As the leaders in cost containment for ASCs, Expense Management Network can provide a combination of strategies to begin to ease the pain felt with the rising costs and declining reimbursements. While there is no magic bullet, these Top 4 Strategies will immediately impact the bottom line. Imagine peeling an onion and let's examine the outermost layers.

- 1. Maximize your GPO utilization.** EMN has yet to work with an ASC that is taking advantage of all of the contracts and discounts available to them. This can be a very complicated, cumbersome, and time consuming task. Many ASC's prefer to take advantage of EMN's expertise in this area and have EMN take the GPO management task off their plate.
- 2. Consolidate vendors.** We advise our clients to consolidate as much as possible to your main medical supply vendor. This reduces administrative costs, shipping costs and overall hassle. There are only a few medical/surgical supply items that have to be purchased directly from the manufacturer. Did you know that you can get most if not all of your office and janitorial supplies from your primary medical distributor?
- 3. Limit the amount of purchase orders created.** This reduces administrative costs, shipping costs, duplicate ordering and overall hassle. The estimated cost to produce a purchase order is approximately \$100. It is not unusual for EMN to go into some ASC's and observe them placing multiple orders per day with the same vendor! Implement a simple system so everyone can communicate what supplies need to be ordered. Dry erase board or logbooks work great. Free shipping is becoming a thing of the past.-
- 4. Use Generics and Private Labels.** Many GPO's and medical distributors offer their own generic private labels for common items such as gloves, gauze, tape and bandages. Also, while obvious, don't forget to use generics for pharmaceuticals. Good examples are Propofol instead of Diprivan, Meperidine instead of Demerol, Ondansetron instead of Zofran, Glycopyrrolate instead of Robinul.

Implementing these strategies will significantly impact your bottom line. We partner with ASCs to peel back more layers, freeing your valuable time and bringing countless savings. For your free, no cost or obligation review, visit us online at www.emn2save.com or phone us at 336.992.9090.