

REFERENCES

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2. 38% Actual Savings - Aberdeen Group, The CFO's View of Procurement, 2009
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5. 12% price erosion from overpayments and lost price tier optimization - McKesson – Mastering Supply Spend
6. 30-50% of spend is off contract - GS1 – Improving Patient Safety and Supply Chain Efficiency [March 2012]
7. < 25% of contracted savings initiatives being realized Actual Savings - Aberdeen Group, The CFO's View of Procurement, 2009
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9. 30% of Industry PO's have errors that cost \$20 to \$25 to resolve [GS1 Data Synchronization in Healthcare; A Solvable Problem, Sterling Commerce Case Study]; on 100K invoices/year the costs of these errors are 30K x \$20 = \$600K impact
10. GS1 – Global Data Synchronization Network [2012]. If 3 FTE's spend 24% of 2,000 hours/year = 1,440 hours @ \$45 loaded cost = \$50K [overall estimated to be a \$2B-\$5B healthcare industry cost – GS1]

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12. 12% overpayments are made on costly PPI items - McKesson – Mastering Supply Spend
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17. Prodigio Customer time study [Oct 2014] Prodigio requesters spend 30% less time creating a requisition
18. Drive higher admin fees with your GPO; a Prodigio Customer increased admin fees by 26% by directing requesters to GPO contracted sources
19. 2-3% of supply chain spend is lost due to invoicing errors [GS1- Data Synchronization in Healthcare: A Solvable Problem]
20. Prodigio Customer Case Study [> 25% increase in contract spend pull through] A 25% increase in contract utilization yields a 40-50% increase in realized contract savings. – Calculated based on moving utilization from 60%=>85% and 8-10% premium