



## Advantus Health Partners

Moving supply chain from transactional to strategic

### Going beyond the conventional approach to achieve your goals

When it comes to utilizing a health care supply chain company, you most likely have many critical goals. Among them:

- Improve processes
- Make efficient use of resources
- Lower the costs of products and services for your organization
- Provide effective treatment leading to greater patient satisfaction

**Your goals are our goals.** When these goals align, health care improves and costs go down. Hospitals alone can save millions every year by implementing what Advantus can provide: more robust and advanced supply chain management.

### Leverage our proven best practices to advance your supply chain goals

The foundation of Advantus Health Partners is to challenge the dated industry conception of the GPO as a supply chain solution. Yes, we offer traditional solutions — cost reduction, top-quartile pricing, an expansive product portfolio and member benefits. But we are also built to go beyond the conventional model.

Advantus tackles the disconnect between vendors and the organizations that buy products. We take a proactive approach focused on people, processes and technology — knowing advancement takes place when all three align.

Our solutions ensure:

- Clinical oversight for quality care
- Products and services are available at the right time
- Maximized patient care
- Coordination across all departments
- Reduction in inventory waste

### Advantus Health Partners offers core solutions and much more

- Clinical transformation
- Management and consulting
- Purchased service optimization
- Integrated logistics and distribution
- Insights and technology
- Pharmacy services

### Not your typical GPO

We are supply chain solutions company that also has a GPO. Our GPO stands out by extending competitive pricing to all members, regardless of size or spending.

We are flexible in contracting and available as a secondary or tertiary GPO partner, so you can extract the most savings.

- Our contracts for physician preference items (PPIs) lead the industry so you can leverage a clinically vetted product portfolio that will meet physicians' strict standards.
- We have strategic supplier partnerships that your organization can leverage — immediately.

Here are just a few examples of our strategic partners and how they can benefit your organization:

- In partnership with GE Healthcare, we will provide GE HealthCare's Healthcare Technology Management (HTM) services to our clients.
- Our collaboration with HHS expands hospitality services and delivers a patient-centric hospitality approach for food and nutrition services, hospital patient transport and environmental services.



## Customized solutions to fit your needs

### **Accountability and insights**

Enhance member performance, improve visibility and support effective decision-making, going beyond analytics and providing insights to answers.

### **Clinical transformation**

Improve patient outcomes and quality of care led by respected clinicians and physicians who understand the process necessary for comprehensive integration.

### **Integrated logistics and distribution**

Reduce waste and improve efficiencies upstream in manufacturing all the way through disposition.

### **Non-clinical service solutions**

Improve services through innovative approaches with a holistic view of the entire supply chain, including, but not limited to food and nutrition services, environmental services, clinical engineering, patient transport and more.

## Find a strategic partner

Extraordinary financial pressures demand that health care supply chain leaders take a lead role in cost reduction in their organizations. This includes providing the thought leadership for new expense reduction opportunities and ways to sustain savings. The best-performing supply chains are backed by senior clinical leaders and physicians who are accountable for performance. High-performing supply chains also leverage data and industry expertise—including relationships with outside partners—to make tough decisions amid resource constraints and reduce variability.

Advantus is represented by expertise in operations, a board certified surgeon to lead clinical transformation, multiple leaders with large health system experience and people that understand the criticality of the digital and physical aspects of supply chain. This composition of leadership is designed to bring together a wealth of experience and knowledge. Our mission is to shift the paradigm of historical reliance on GPOs being health care's only solution. Advantus Health Partners goes beyond the traditional design creating a proactive approach focused on people, processes, and technology knowing advancement comes from alignment of all three.

## About Advantus Health Partners

Advantus Health Partners is a health care solutions company that makes supply chain easier for its clients through streamlined supply chain management, organizational purchasing, operations and cost-savings efficiencies. With innovation at the forefront, and an advanced operational model, Advantus provides a portfolio of solutions to further drive value beyond contracting, all with the singular goal of reducing health care costs across the U.S. Advantus is committed to helping organizations meet business goals through its distinct solutions.

To learn more about  
Advantus Health Partners,  
view this video

