

GHX[®] **Collaboration Portal**

Integrating the contract management process into the supply chain

"It's important to us that our members and business partners have a streamlined process to use our contracts. Our members now have a solution that includes both upstream and downstream supply chain partners and can help ensure optimal data synchronization. As a result, they are better positioned to realize the savings we've negotiated on their behalf."

— BILL FRANCIS, *Vice President of Business Solutions at HealthTrust Purchasing Group*

With GHX Collaboration Portal, the entire healthcare supply chain – manufacturers, distributors, providers and Group Purchasing Organizations (GPOs) – can utilize a single software application to work collaboratively throughout the contract and price implementation process. Rather than manage a cumbersome set of manual steps to negotiate contracts and disseminate prices, you can streamline the process for all parties through a guided, electronic experience with automatic alerts and ongoing proactive communication.

Collaboration Portal increases pricing accuracy in the healthcare supply chain by providing a central and neutral electronic location for all parties to manage the price implementation process. For example, suppliers utilizing the Collaboration Portal are experiencing an average of a 50% reduction in pricing errors. The application offers a collaborative workflow that includes publishing and approving letters of commitment (LOC), proactive alerts, detailed history, eligibility confirmation and price activation synchronization.

Collaboration Portal enables:	Resulting in:
Manufacturers and GPOs to easily establish contracts or LOC	Significantly reduced time and labor associated with offering new contracts and increased customer satisfaction
Providers to have greater visibility into the entire contract process, from proactive notification of new contracts through approval steps and price activation dates	Increased ability to comply with contract pricing, making it faster and easier to take advantage of new contracts and pricing
All business partners to access a single, central location where commitments are tracked	Reduced discrepancy resolution time, from days to minutes
Electronic collaboration among all business partners that streamlines the commitment process and tracks history	More accurate information flowing throughout the supply chain, leading to improved contract compliance, cleaner orders and lower costs for all parties
Optimized price notification between all trading partners in a timely, automated fashion	Fewer price discrepancies and disputes, and increased customer satisfaction

➤ Key Features of Collaboration Portal

Contract Publications

- **Publish Contract** - GPOs can publish their contracts for suppliers to review before members are involved. Collaboration Portal offers a highly flexible approach to creating and managing these documents, which can be created via powerful online contract creation features as well as through file integration.
- **Review and Approve Contracts** - GPOs and suppliers work together to review contracts, agree to eligible participants and offer terms for delivery to provider customers. Collaboration Portal includes easy dashboard views that enable GPOs and suppliers to highlight their key contracts.
- **Publish Contracts to Providers** - Once GPOs and suppliers have agreed to contract terms and conditions, it's easy to submit contracts to providers for review and approval. GPOs and suppliers can use their dashboards to track what's been submitted and the progress of contracts as they move through the collaborative workflow steps.
- **Commitment Updates** - Once a contract has been approved, Collaboration Portal delivers an update back to all participants so that everyone can track the correct tier commitment and resulting pricing.

Contract Approvals

- **Review Contracts** - Providers are notified via email alerts when new contracts are available. They can quickly access those updates, as well as track existing contracts and their status from the dashboard view. Collaboration Portal helps enable providers to find the information they need quickly and easily through flexible searching, sorting and status-based views that save time.
- **Approve Contracts** - Once providers have reviewed and approved contracts, the contracts are then available to suppliers for finalization. Additionally, providers can revise contracts if they have questions or wish to explore different options with their business partners. The collaborative workflow in Collaboration Portal tracks the steps in the approval process and alerts providers, suppliers and GPOs as appropriate all the way through to setting price activation dates.

Synchronized Pricing Notifications

- **Distributor Notification** - With agreed-upon price activation dates, distributor notifications no longer require 45 days of manual implementation. Full collaboration helps ensure that anticipated accounts are included for pricing implementation in an optimized format for quick and easy implementation prior to the start date of the contract.
- **Provider Notification** - Unique integration capabilities overcome traditional obstacles to timely implementation of new pricing and ongoing changes to pricing. The GHX Exchange offers real-time continuous alignment of pricing with a discrepancy notification process when trading partners drift off course.

➤ Achieving the Value

GHX customers that have been using Collaboration Portal have saved hundreds of thousands of dollars, based on greatly reduced time to process and manage LOCs, decreased delays for price activation, decreased errors and reduced discrepancies. This powerful tool can help you achieve supply chain savings without significant investment or extensive education. To learn more about Collaboration Portal or get information about how you can maximize your supply chain advantages, contact GHX today at 1.800.YOUR.GHX or support@ghx.com.

Current GHX customers explain the benefits they've experienced using Collaboration Portal:

"GHX has hit on all the pain points – having been a sales rep, most of my time was spent on account management of contract price issues instead of selling."

"We can reduce sales team time on contract administration and resolving price discrepancies, and dedicate more time to increasing sales."

"Pricing loaded on the effective dates will be a huge help in reducing contract price discrepancies, credits and rebills, invoice disputes and write-offs."

GHX

1315 W. Century Drive
Louisville, CO 80027
1.800.YOUR.GHX
www.ghx.com

GHX Canada
10 Carlson Court
Suite 701
Etobicoke, ON M9W 6L2
647.351.8434
www.ghx.com/canada

©2011 Global Healthcare Exchange, LLC.
All rights reserved.
GHX is a trademark of Global Healthcare Exchange, LLC.