



CASE STUDY

Allina Health: Improving Efficiency, Accuracy of Bill-Only Implant and Consignment Processing

Minneapolis-based Allina Health is a not-for-profit, 2,400+ bed health system that operates primarily in Minnesota and Wisconsin. The system encompasses 12 hospitals, along with multiple clinics, retail pharmacies and specialty care services.



10%
greater contract
compliance



≈ \$95M
bill-only implant and
consignment spend
processed, even with
fewer staff



11.2%
more spend under
management

Overview

Allina Health partnered with GHX on bill-only and consignment order automation for greater process efficiency, order accuracy and contract compliance.

Challenge

Following a **10%** supply chain workforce reduction, Allina Health was challenged with processing **\$93-\$95M** worth of bill-only and consignment spend across the organization using outdated, time-consuming and labor-intensive processes. Manual pricing validation increased exceptions and delayed supplier payments.



Solution

Allina Health leveraged **GHX Marketplace Bill Only**, a virtual e-commerce solution, to help automate, audit and authorize bill-only and consignment orders throughout the entire procurement lifecycle. To further optimize order processing, Allina Health then implemented the GHX Marketplace mobile edition application, through which suppliers can scan item GTIN barcodes when building carts.

Results

With GHX, Allina Health has indicated that it is processing up to **\$95M** in bill-only and consignment spend with reduced staff, achieving **10%** greater contract compliance and capturing **11.2%** more spend under management. More touchless transactions with fewer exceptions expedite the case-to-payment cycle.



Allina Health and our suppliers have gained accuracy and transparency through GHX Marketplace Bill Only. The shared goals of eliminating waste in our processes and driving efficiency to support timely payments are major value-adds.”

Joshua Grulke
Systems Director, Supply Chain
Operations, Allina Health



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