



A Strategy to Significantly Reduce Price Exceptions



Coordinating contract pricing is difficult

An average healthcare provider manages **1,200 or more** GPO and local agreements

Tens of thousands of active items

Key contract details to track — pricing tiers, activation dates

Only 50% of contracts loaded electronically

Average price exception rate **7%**

\$1M lost annually to overpayment on average



Grinding through price exceptions line by line is tactical and time-consuming

Overpayment is common simply due to lack of resources needed to focus on corrections

And, fixing at the **transaction level** is a never-ending exercise



Low match rates and high contract exception rates

Contract exception rates **upward of 16%** (average for GHX customers)

THE SOLUTION:

Improve price accuracy with resolution at the contract level with Price Sync Managed Service



VISIBILITY

Price exceptions are tracked at the contract level

Automated contract price management

View metrics in My Exchange



EFFICIENCY

A scalable solution for outreach to suppliers

Provides a

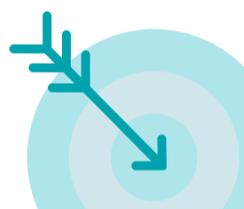
proactive approach

Automated exception monitoring



NEUTRALITY

The issue is resolved regardless of contract origin — GPO or local



GHX Price Sync Managed Service in the Real World



School of medicine and 7 hospital campuses



12 ambulatory surgery centers and 7,000 physicians



4 MMIS



3 item masters

REAL WORLD RESULTS



Over **\$400K** savings in the first **6 months**



“GHX is bringing expertise to the table to help us adhere to our strategy and accelerate what we’ve been trying to achieve.”

Corporate Director, Supply Chain



Buyers and AP staff spend more time on value-added activities



Learn more about this study at ghx.com/pricesync