



GHX Merger & Acquisition Integration Services

Mitigate risk and identify opportunities that help drive your organization's future value

➤ Merger and acquisition activity grew by 20% from Q3 2012 to Q3 2013, typically with large systems acquiring smaller ones. Whatever your reason for a merger or acquisition, the process of integrating companies is fraught with potential pitfalls, and more than 60% of acquirers fall short of their expected value. GHX Merger & Acquisition Services can help position your organization for success by aligning your disparate supply chains and empowering you to make decisions based on data — not best guesses.

With GHX Merger & Acquisition Services, we can help you mitigate risk, extend your e-commerce capabilities and transform processes while you stay focused on your core business. Our experts collaborate with you to assess and align supply chain data, systems and processes for enhanced value and improved operating margins. By working with GHX to identify potential problems early, you can avoid unplanned costs and delays and get insight into opportunities that ultimately help you achieve efficiencies and identify synergies.

GHX M&A Services Suite



Assessment Services



e-Commerce
Consolidation



Contract
Optimization



Process
Optimization



Spend
Visibility

Supply Chain Solutions

Dashboard & Metrics



Growth Products

Types of M&A Activity: IDN Affiliation, Acquisition – Non-integrated IDN, Acquisition – IDN Consolidation

➤ Key features of GHX Merger & Acquisition Services

GHX Merger & Acquisition Services leverage expertise, tools and analytics to help drive costs out of your supply chain and improve margins. Depending on where you are in your merger or acquisition process, and the type of activity you're engaging in, your GHX account executive can work with you to help identify the right solution(s) for your organization.

Contract Optimization

Position yourself for volume discounts and better tier opportunities by aligning your contracts and improving visibility into price exceptions during merger and acquisition activity. GHX can help you improve contract compliance and achieve tier optimization for up to 1.5% savings on your total medical-surgical spend.

e-Commerce Consolidation

By using GHX as a single channel for your electronic connections, you can drive automation and labor efficiency for significant savings. Look to GHX to help consolidate and grow your e-commerce capabilities so you can quickly improve in areas such as transactional compliance and exception management.

Process Optimization

GHX can help you automate and standardize supply chain processes (for both medical-surgical and implantable devices), reducing costs and making it easier to scale for growth after your merger or acquisition is complete. You can also get better visibility and insight into how you can allocate your resources most effectively by working with us on skillset and resource alignment.

Spend Visibility

Gain control of spend by leveraging GHX tools to improve process efficiencies that drive ongoing contract compliance and reduce non-contract spend. GHX can improve visibility into supply chain performance so you can see trends, prioritize efforts and track progress against your long-term goals.

➤ The GHX Advantage

- GHX is healthcare specific, so we understand your unique merger and acquisition needs.
- Unparalleled footprint:
 - » More than 8,400 healthcare provider facilities in North America transact business using GHX.
 - » More than 4,800 medical-surgical supplier divisions in North America transact business using GHX.
 - » GHX serves over 85% of the healthcare supply chain industry.
- Our proven assessment services and tools help speed implementation and minimize your cost, time and resources.
- Unlike larger consultant organizations, our team has solid ERP system expertise.

➤ Learn More

To learn more about GHX Merger & Acquisition Services, contact GHX today at 1.800.YOUR.GHX or support@ghx.com.

"Taking a more expansive view to identify and quantify synergies requires a systematic approach [to M&A assessment] that can locate value creation opportunities which often exceed due diligence estimates by 30-150 percent."

— "Perspectives on Merger Integration," McKinsey & Company



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