

Insight. Impact. Outcomes.



Impacting the health of your patients and organization



Provider

Patient

Supplier

## Everyone is focusing on the changing healthcare landscape

Over the past few years, the US healthcare delivery system has gone through a seismic shift. You have most likely experienced some or all of the related challenges; lower reimbursements, penalties for readmissions, Healthcare Exchanges redefining the payer mix to name a few. The healthcare terrain has become much more complex with an increasing amount of risk to manage.

### **Providers are balancing their objectives**

How often do you feel like the focus on the patient becomes lost in the complexities? For you, it comes down to a balancing act to provide the best outcomes for your patients, operate at maximum efficiency and reduce costs. In today's healthcare environment where providers are managing their risks, you seek stability and confidence to make the right decisions for your patients and your business.

### **Supply partners must align with provider objectives**

We have taken our broad knowledge base and paired it with your feedback and experiences to better understand the challenges you're up against. What we have found is that measuring patient experiences, managing new populations and doing more with less.

Clinical  
Outcomes



Operational  
Outcomes



Financial  
Outcomes



# Together, we can impact better outcomes

Given all of the changes in our healthcare environment, we are always adapting our clinically-focused products and services to help improve your patient care, processes and financial performance.

## Clinical Outcomes

Improve patient satisfaction and achieve higher performance metrics with clinical lab expertise that delivers high-value diagnostic solutions.

### Quality of Care Improvements:

- Population health management
- Patient and worker safety
- Better diagnostics for better decision making
- Innovative technology
- Patient compliance
- Metrics for better benchmarking

### Patient Satisfaction Improvements:

- Superior patient experience
- High HCAHPS scores
- Wellness services

## Operational Outcomes

Reduce length of stay and readmissions with standardized products and analytics to measure performance.

### Quality of Care Improvements:

- Reduction in length of stay and readmissions
- Clinical decision support
- Avoidance of medical complications

### Internal Process Improvements:

- Optimized labor and lean workflows
- Standardized product utilization
- Consolidated suppliers
- Minimization of waste and duplication
- Analytics to measure performance and implement best practice solutions

## Financial Outcomes

Reduce costs where you need to most and minimize errors so you can optimize assets and stay profitable.

### Financial Improvements:

- Profitable margins
- Reduced costs
- Maximized savings
- Lab-generated revenue (e.g., reduced send-outs)
- Coding and charge capture
- Optimized assets (e.g. capital and inventory)

Preventive Health			
▼ Flu Screening	85%	71%	-14%
▲ Cholesterol Testing	82%	84%	2%
▼ Colorectal Cancer Screen	83%	86%	-3%
▲ Urinary Tract Infection	86%	89%	3%

Acute Care C	
▼ Flu Testing	
▲ Falls: Screenin	
▲ Infection Rates	

Chronic Diseases			
▼ Diabetes Mellitus Composite	84%	81%	-3%
▼ Cardiovascular Health	84%	81%	-3%
▲ HIV Screening	80%	84%	4%

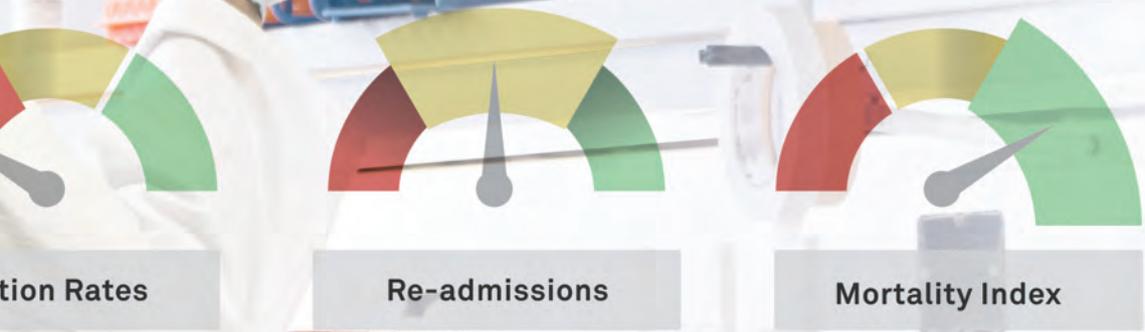
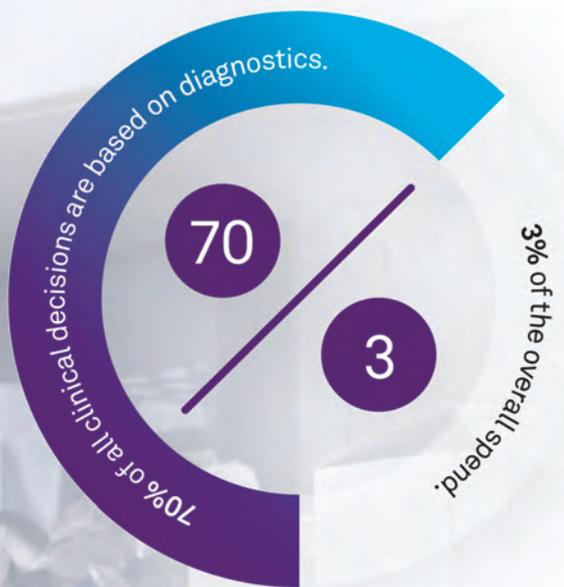


# Impacting Positive Clinical Outcomes

Despite being one of the most complex areas of your healthcare system, the clinical diagnostic lab is also one of the greatest areas of opportunity.

With 70% of all clinical decisions based on diagnostics at typically 3% of the overall spend, that's an excellent return on investment! Our clinical lab expertise enables us to offer you a broad range of most high-value diagnostic tests that will improve your quality measures.

Care Coordination			
g	85%	71%	-14%
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Rates	86%	88%	2%



**Better Patient Outcomes Begin with Lab Performance**

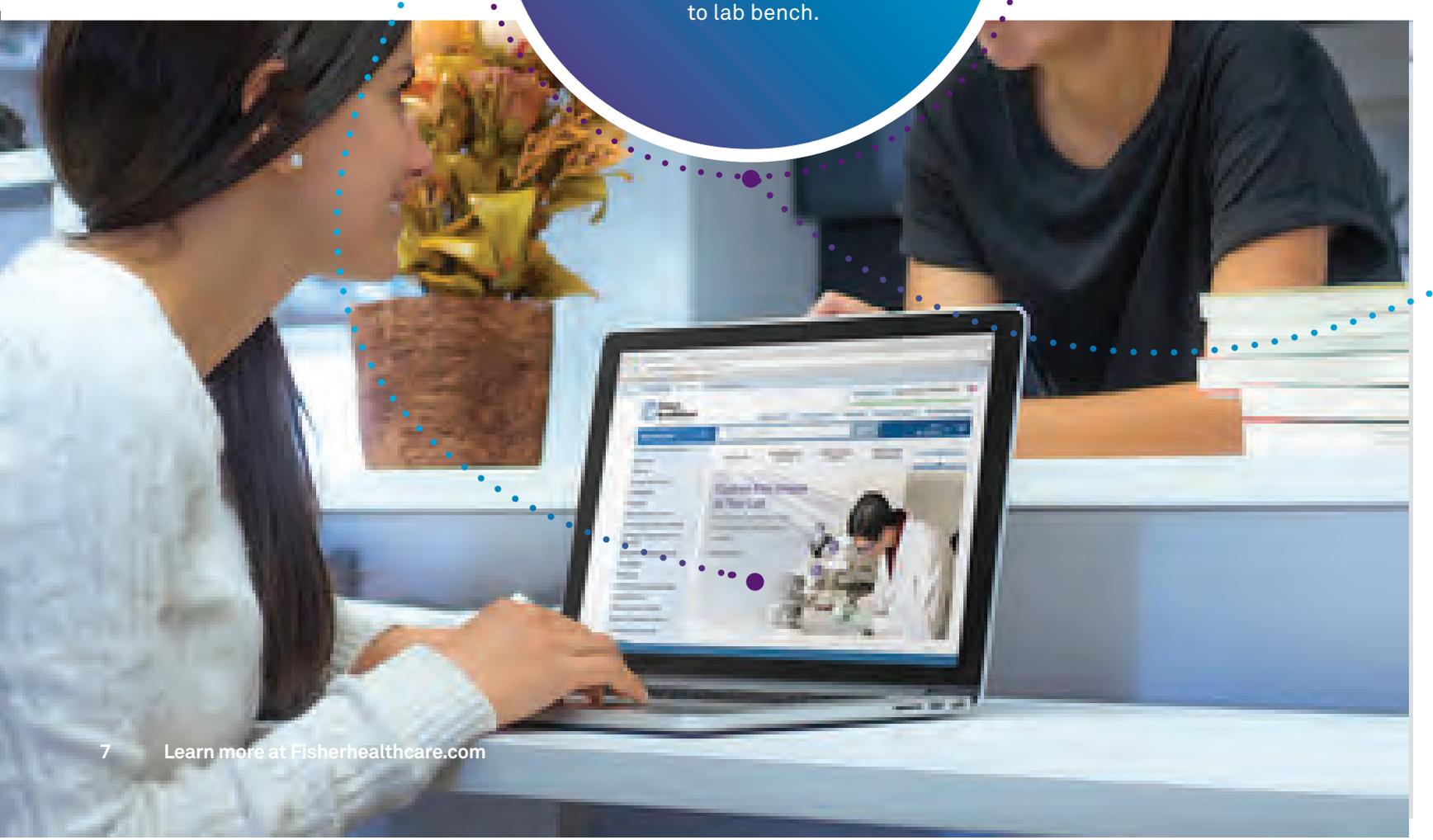
Patient care doesn't stop when a doctor sends a test request to the clinical lab. Ensuring that your dashboard is always hitting its marks requires diagnostics. While juggling the complexities of the lab environment including challenges such as biohazardous materials and cold storage, the lab technician must also keep a

strong focus on the patient. The difference between a positive and negative patient experience depends on the timely delivery of an accurate test result. That's the value the laboratory brings to clinicians, helping them to make the best patient decisions.



### Navigating Supply Chain Complexities

You see many samples a day and every one is important. In order for a laboratory to effectively provide diagnostic information - it requires a complex chain from manufacturer to lab bench.



# Impacting Operational Outcomes

- Managing supply chain complexities requires a specialized laboratory partner.

With our Fisher HealthCare solutions, we can help improve your operational efficiencies for labs by providing the right product at the right place at the right time. 100% of our focus is on the lab. Our intensity and proven track record in this arena, makes us a strong partner for your organization.



## ● Our CliniSYNC Solution

With one robust tool you can create consistent outcomes across all of your locations. CliniSync provides one common platform to integrate central supply with all satellite facilities.

- A uniform ordering portal
- Product formulary consultation
- Consistent system-wide pricing
- Spend analytics
- Tailored delivery options



## ● Our SupplySYNC Solution

Improve the agility of your laboratory supply chain with a seamless supply source. SupplySYNC provides the tools and services you need to implement operational initiatives efficiently.

- Single-source access
- Ease of ordering (EDI & eCommerce)
- Lab-specific logistics
- Product standardization
- Purchasing and delivery metrics



## Doing More with Less

Delivering high quality yet affordable patient care can place a strain on any healthcare system. Depend on us to provide quality products, expert advice, and a balance between cost and value.

Our actionable business reviews provide you with the hugely powerful insight to make the biggest impact on your organization.

# Impacting Financial Outcomes

Our ability to provide sustained cost savings, innovative programs and monitoring tools can help improve your financial performance. Utilizing this surplus of time and money to create a better patient experience is a win for everyone.

## **Our competitive contracts offer you immediate value:**

- Competitive pricing
- Rebates and incentives
- Broad GPO access
- Sustained savings throughout the life of the agreement

## **Our HealthySpend<sup>SM</sup> program maximizes your purchasing power through:**

- Supplier consolidation
- Pricing harmonization across your system
- Low-cost alternatives and product standardization
- Value-added services  
(e.g., insightful business reviews, pricing and freight audits, capital leases, performance metrics, etc.)
- Special offers

# Aligning Our Solutions to Your Needs

We stay focused on you, so that you can stay focused on what matters most — your patients.

Our sourcing and supply chain services ensure you have the right products at the right place at the right time. Our unparalleled product portfolio provides you with more choices -- that save you time and money.

## Fisher HealthCare's Value Cycle



“The whole process was quite easy, I was informed about my order from start to finish by E-mail, which I like because of the nature my job”

“Our rep offers professional and timely service to our department. We are very lucky to have her”

### Thermo Fisher Scientific: Your unmatched customer partner

We enable our customers to make the world healthier, cleaner and safer

- Technology innovation leadership
- Unique customer Value Proposition
- Unparalleled global reach

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