

HSI UPDATES

NOVEMBER/DECEMBER 2004

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SPECIAL POINTS OF INTEREST:

- HSI and Healthcare Advisory Board work together
- New Cost Management Solutions developed
- HSI forms alliances to benefit clients
- Upcoming Conference: March 13, 2005

NEW HSI SERVICES: COST MANAGEMENT SOLUTIONS

HSI has introduced two new services in our line of **Cost Management Solutions**, based on feedback from our clients concerning the costs of bringing in new technology. Under the new line are the **HSI Auction™** and **HSI-Negotiation™** solutions, both designed to assist hospitals in managing their medical device and capital equipment costs.

HSI-Auction™ is the first “hospital only” *reverse auction* that makes the auction tough on everyone - but the hospital. It is a web-based service, helping hospitals, create, manage, analyze and report on any strategic sourcing initiatives. By automating and integrating all components of the supplier qualification and bid-negotiation process, **HSI-Auction™** delivers compelling benefits and major bottom line results.

Types of items that are best suited for **HSI-Auction™**

- Capital Equipment (CT scans, OR tables, lights, imaging, surgical equipment, etc)
- Commodities (Furniture, copiers, office equipment, etc)

NEW HSI ALLIANCES: CLINICAL ADVISORY BOARD

Healthcare Strategic Insight (HSI) was chosen to work with the Clinical Advisory Board on an upcoming “Vendor Strategies” series. We were chosen in part, due to our new **Cost Management Solutions** mission:

- Streamlining capital equipment purchase process
- Reducing cost

Web-based reverse auction tool brings an estimated 10-20% savings per auction



Our **HSI-Negotiation™** Solution is a 4-step process that is designed to teach organizations how to negotiate prices for the most expensive products, with alternate sources of supply.

Based on reports and statistics, hospitals are not paying the same price, for the same product, and same service that others are paying. We introduced the **HSI-Negotiation™** Solution with the idea in mind that hospitals should be paying the same price as others for the same products, and not relying heavily on GPO pricing to get the best deal.

Our expectations of **HSI-Negotiation™** Solution for an organization include:

- Reduction in medical device costs (valves, leads, implants, etc)
- Reduced cycle time and physician acceptance and participation.

- Focusing on quality
- Maintaining physician choice

The Clinical Advisory Board is known throughout the healthcare industry for their data-driven solutions and goal of strengthening the economics of medical and mission-related services. HSI is very proud of this opportunity to work with the Clinical Advisory Board on this initiative.

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F R O M S T R A T E G I E S T O S O L U T I O N S

HSI NEW ALLIANCES

Accurate Healthcare Solutions, Inc

A national billing service with over 14 years of experience in medical insurance billing, coding and accounts receivable. HSI has formed this alliance to assist us in our service line development projects.

Treca Health

Treca Health provides operational consulting services to hospitals and health systems using a combination of improvement and implementation tools. For HSI clients looking for operational consulting services, Treca will serve as that arm on the non-clinical engagements. The Treca Health process facilitates improvement through implementation management services based on a combina-

tion of management engineering and project management techniques.

PhDx Systems

The company provides integrated software applications, data collection services and data repository products for supporting areas in orthopedic and spine procedural outcomes. PhDx' products track, measure and improve patient outcome and satisfaction in orthopedics and spine and we are excited about the opportunity to use them on our service line development projects.

Please welcome all of our new alliances and key relationships to the HSI family!

“..there exists a need to align business, clinical and technology strategies to ensure profitability, while improving clinical quality and service efficiency.”

OFFICE RELOCATION

We are pleased to announce the Main Office relocation, effective November 1st. Our recent expansion and growth pattern provided us with the opportunity to increase our presence in the market, maximize the efficiency of our operations and ultimately improve customer service. We expect our growth to continue regionally, as well as nationally, based on new services and key strategic alliances. The new office and it's proximity to O'Hare is critical to our plans for

the immediate future.

The address of the new office is:
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Oak Brook, IL office location