



MEDRESULTSNETWORK
PURCHASING GROUP

MRN Medical/Surgical Supply Program Cost-Savings Analysis Instructions

Through MedResults Network's Medical/Surgical Supply Savings Program, members have access to contract pricing on all supplies through MedResults' new national GPO partner and a national supply manufacturer/distributor. Members will **NOT be required** to switch distributors to access our GPO pricing, however, we strongly encourage members to take the next step to explore additional and significant supply savings through MRN's national distributor partner, Medline, for in-office medical and surgical supplies. We have negotiated additional savings with Medline, plus they have programs and tools that will help you better manage inventory for further savings and inventory optimization.

The MRN Medical/Surgical Supply Savings Program will undoubtedly allow you to purchase your medical/surgical supplies at prices as low or lower than pricing schedules that your typical academic or community hospitals have negotiated.

We now have over 500 members that have opted into this program - EVERY member needs to explore this great savings opportunity!

Cost-Analysis Instructions

For all practices interested in a no-obligation cost-analysis to show your possible savings on medical/surgical supplies, follow the ONE simple step below:

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Send your med/surg supply usage report to Jeff Routledge, President and CEO, at jeff@medresultsnetwork.com. **McKesson & Henry Schein Customers:** Follow the instructions below to pull a 12-month report.

If you decide to opt into a savings program with Medline, we will have you sign a one-page GPO Safe Harbor document that requires us to report to you once a year about your Medical/Surgical Savings Program.

What Happens Next?

Within 10 business days of submitting your usage report to MedResults, you will be presented with your cost-analysis showing you your savings through MedResults' national partner! If you choose to move forward with Medline, it will generally take about 30-45 days to be linked to most of the supply contracts to begin purchasing and 90 days to be linked up to certain contracts such as sutures. If, however, you choose to remain with your existing distributor, HPG will do the work to connect to your distributor and ensure that you're receiving the best pricing on the supplies that you already purchase. It's just that simple!



McKesson Usage Report Instructions

- 1) Log into the McKesson website by inputting your username and password and hit enter.
- 2) Select **"Reports"** in the toolbar near the center of the screen at the top of the page.
- 3) Click **"Material Usage"** report.
- 4) In the **"Report Options"** adjust the date range for 1 year to the present date.
- 5) Click **"Run my report"**.
- 6) This will generate a report and when it opens, select the **"Export to Excel"** link to convert the file to an Excel spreadsheet.
- 7) Save the file to your computer with the name of your practice and the current date
- 8) Email your usage report to our CEO at jeff@medresultsnetwork.com

Henry Schein Usage Report Instructions

- 1) Log into the Henry Schein website by inputting your username and password and hit enter.
- 2) Select **"My Account"** on the left-hand side, midway down the page.
- 3) Scroll down within the **"My Account"** Section and select **"Orders"** then select **"Reporting"** and then select **"New Report"**.
- 4) On the next screen, scroll down to select the radial button next to **"Items Purchased"**.
- 5) On the bottom right of the screen, select **"Next"**.
- 6) On the next screen, select the radial button next to **"Default Settings"** and then select **"Next"** to the right.
- 7) On the next screen, find the report that you just ran and select **"Refresh"**.
- 8) You will be given options to open the file in the .txt, Excel or .pdf formats by different icons.
PLEASE SELECT THE "Excel" icon.
- 9) Open the file to briefly review the accuracy of the data.
- 10) Save the file to your computer with the name of your practice and the current date
- 11) Email your usage report to our CEO at jeff@medresultsnetwork.com