



Free Membership. Priceless Savings.

MedResults Medical/Surgical Supply Program **Cost-Savings Analysis Instructions**

Through MedResults Network's new Medical/Surgical Supply Savings Program, members have access to contract pricing on all supplies through MedResults' new national GPO partner, Purchase Clinic/HealthTrust Purchase Group (HPG). Members can now opt-into HPG to access the best pricing on supplies through their existing distributor(s) by enrolling at www.purchaseclinic.com/mrn. Members will **NOT be required** to switch distributors to access discount pricing, however, we strongly encourage members to take the next step to explore additional and significant supply savings through MRN's national distributor partners, Medline (for in-office and surgical supplies) or Cardinal (for surgery practices with accredited onsite ORs). We have negotiated additional savings with these two distributors. Furthermore, these distributors have programs and tools that will help you better manage inventory for further savings and inventory optimization.

Our new 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. Even though our program is new, we now have over 400 members that have opted into this program! **EVERY member needs to explore this great savings opportunity!**

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

- 1) Opt into MedResults' partner GPO at www.purchaseclinic.com/mrn; (HPG will do all the work!)
- 2) Send your med/surg supply usage report to Jamie Parrott, Vice President and Chief Operating Officer, at jamie@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 that includes Cardinal Health or 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 one of MedResults' national partners! If you choose to move forward with Medline or Cardinal, it will generally take about 30-45 days to be linked to almost all 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) In the **“Product Usage”** Section to the left, select **“Item History 12 Month Trend”**.
- 4) Scroll down to the middle of the screen and in the **“Choose 12 Month Period”** Section, make sure that **“The MonthX 201X”** or period you want the report run for is selected.
- 5) Just below this Section, you will see **“Show Items History Based on Purchased Dollars or Quantity Units of Measure”** Section, select the radial button next to **“Quantity (Units)”**.
- 6) Just below this Section, you’ll see **“Show Selection By”**; select the radial next to **“Item #”**.
- 7) Then select **“Apply Changes”**.
- 8) This will generate a report and when it opens, select the **“Export to Excel”** link to convert the file to an Excel spreadsheet.
- 9) Save the file to your computer with the name of your practice and the current date
- 10) Email your usage report to our Chief Operating Officer at jamie@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 **“Reporting”**.
- 4) On the right-hand side of the screen, select **“New Report”**.
- 5) On the next screen within the **“Reporting”** Section, scroll down to the middle of the screen and select the radial button next to **“Items Purchased”**.
- 6) On the bottom right of the screen, select **“Next”**.
- 7) On the next screen, select the radial button next to **“Default Settings”** and then select **“Next”** to the right.
- 8) On the next screen, find the report that you just ran and select **“Refresh”**.
- 9) You will be given options to open the file in the .txt, Excel or .pdf formats by different icons. **PLEASE SELECT THE “Excel” icon.**
- 10) Open the file to briefly review the accuracy of the data.
- 11) Save the file to your computer with the name of your practice and the current date
- 12) Email your usage report to our Chief Operating Officer at jamie@medresultsnetwork.com