

## A platform for profit

Through **aptitude**, Chemence Medical found a new way to implement contracts – and attract new customers.

The Northeast Purchasing Coalition (NPC), a Vizient SupplyNetwork™, had an expiring adhesive contract through a distributor and was looking to reduce costs. The coalition spent about six weeks negotiating with the manufacturing company, Chemence Medical.

As the negotiations began to stall, the contracting team suggested to Chemence that they execute the contract through **aptitude**. The online contracting platform – which delivers additional value through access to market share data and standardized terms and conditions – was exactly what Chemence needed.

This wasn't the first time Jeff Roberson, president of Chemence Medical, had been approached about using **aptitude**.

"It sounded too easy. Too good to be true," said Roberson. "So I didn't move the conversation forward after that initial pitch."

Anne Trieste, who manages custom sourcing operations for NPC, reached out to Roberson and made the suggestion to use **aptitude**.



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Anne Trieste  
Custom Sourcing Operations  
Northeast Purchasing Coalition

### Chemence Medical, Inc., Atlanta, Georgia

Since its beginning in 1994, Chemence Medical Inc. has redefined the medical adhesives industry and become a world leader in the medical device arena. Chemence Medical manufactures and distributes adhesive-based medical devices used by many of the largest medical centers around the globe. Many of the company's products are protected by a portfolio of patents covering various aspects of cyanoacrylate and mechanical technologies.

“The platform works exactly as it was described. They’ve erased any doubts I had about its viability and we plan to continue using the resources provided to keep the momentum going.”

Jeff Roberson

President, Chemence Medical Inc.

“I remember him asking me ‘what’s the catch?’ And I said ‘It’s a better deal for both parties, and it’s more efficient.’ Honestly, it brings value to both sides.”

### Finalized in five days

Roberson agreed to give it a try, and quickly saw that Trieste was right. “With **aptitude**, it really was exactly as described. Very easy, very user friendly.”

NPC was an existing user, but with Chemence coming on board, the **aptitude** team needed to move quickly to establish the new supplier in the platform. The team worked tirelessly to ensure the swift implementation of this contract.

“Using **aptitude** was a win-win for everyone. The fact that we were able to finalize the contract in five days was just amazing,” said Trieste.

### Connecting to new customers

Within a week of completing the NPC deal, Chemence received a new RFP from another system. “It’s really expanding our reach to more hospitals,” said Roberson. “One of my concerns was that it would be too rigid, unable to meet the needs of different customers. But we have found it’s not a ‘one-size-fits-all’ solution, it’s simplified where it makes sense, but still flexible enough to adjust to our

### About **aptitude**

Launched as a contracting market in 2013, **aptitude** reduces the cost of healthcare and accelerates strategic supply chain partnerships by allowing providers and suppliers to identify opportunities, streamline execution and improve performance.

business. We have the latitude we need.” With the onboarding and training provided by the **aptitude** team, Roberson believes his next bid response could be completed in a matter of hours.

“The platform works exactly as it was described,” he said. “They’ve erased any doubts I had about its viability and we plan to continue using the resources provided to keep the momentum going.”



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