

Making the most of limited resources

With **aptitude**, the supply chain team at Kootenai Health is maximizing cost savings in minimal time

As a stand-alone, independent healthcare organization, Kootenai Health has limited resources to identify savings opportunities, execute contracts and manage them over time. Given the heavy workload, the team must work together to secure excellent prices and avoid “price creep” while meeting the needs of clinicians.

“This industry is dynamic and ever-changing,” said Trevor Bober, director of supply chain operations. “We have a relatively small team and rely on different tools to get access to information and make decisions faster. **aptitude** has become our go-to resource for clean, actionable data.”

Decision making at your fingertips

Upon joining **aptitude**, the Kootenai team was immediately impressed by the platform’s industry benchmarks and ability to surface savings opportunities. They appreciated the fact that the information was accurate, complete and didn’t have to be double-checked thus saving their lone analyst significant effort. The automated RFP process was another big benefit, allowing them to explore more opportunities in less time.

Kootenai Health, Coeur d’Alene, Idaho

Kootenai Health provides a comprehensive range of medical services to patients in northern Idaho and throughout the Inland Northwest. The main campus includes a 292-bed community-owned hospital, and Kootenai Clinic is comprised of more than 110 physicians providing primary and specialty care in practice locations across the region. Kootenai is regionally known for its programs in cardiac care, oncology, women’s and children’s services, and behavioral health.



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And once the opportunities have been surfaced and executed, the benefits of **aptitude** don’t stop there. “Now that we have completed a few contracts we are excited to leverage **aptitude**’s measurement and compliance features which will help ensure that our pricing remains at the agreed-upon rate,” explained Bober.

More than just technology

To help Kootenai take full advantage of the platform’s capabilities – and the resulting cost savings – Melissa Szabo, an expert resource and sales executive at **aptitude** stays engaged with the provider. “In Melissa, we feel like we have a true partner on the **aptitude** side,” said Bober. “We meet monthly with her and continually work the list of opportunities.”

Szabo feels that the supply chain operations team at Kootenai understands the game-changing nature of **aptitude**. “They really understand the potential value **aptitude** can deliver and are taking full advantage of our sourcing solution,” she said. “They’re diligent when exploring opportunities and willing to move market share in order to build relationships with strategic supply partners.”

From easy wins to more challenging categories

To get their feet wet, the team began with a few simple-to-execute contracts. “We quickly saw that we could get better prices and that vendors were on board,” said Bober. “These were easy wins, and they add up. For example we reduced our cost on Personal Protection Apparel by 13% and Endografts by 4.5%. Significant savings amounts that were efficiently completed through the online contracting platform.”

The **aptitude** platform gave the team visibility into smaller categories that weren’t on the radar before and now Kootenai is tackling more complex categories like orthopedics, where the potential for savings is much greater.

Since starting with **aptitude**, Kootenai has submitted 11 RFPs, executed four contracts and expects to finalize three more in the near future.

Recently, Bober and his colleagues presented **aptitude** to the value analysis team at the hospital and received positive feedback. “Their support will help as we start using **aptitude** for tougher categories where we need clinical approval before making changes,” Bober said.

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.

With each contract, Bober feels that the team is getting better and better at identifying and executing opportunities. “The ease of getting data to make decisions is hugely beneficial,” he said.

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