

# Implant Purchase Management<sup>SM</sup>

Powered by HandOff<sup>®</sup> technology



## Automation rules the supply chain. So why leave your most expensive purchases to chance?

With Implant Purchase Management (IPM) from Owens & Minor, you can immediately gain control of all your implant transactions including Bill-Only, Bill & Replace, Consignment and Trunk Stock.

A fully automated, web-based application, IPM works seamlessly with your MMIS and your O.R. documentation system to set efficiency in motion. Use IPM to:

- ▶ Enhance OR staff productivity by eliminating product use documentation and pre-procedure requisitions for Bill-Only and Bill & Replace transactions.
  - ▶ Maximize savings with automated pricing management functions that account for capitation and other complex, case-specific discounts.
  - ▶ Improve efficiency with the automatic flow of electronic requisitions, purchase orders and invoice receipts.
  - ▶ Increase control with customizable dashboard views and data-rich reports by product, procedure, physician, contract and more.
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# IPM: Your Answer to O.R. Consignment and Walk-In Transactions



## Fortify the Weak Link in your Supply Chain

Medical implants—expensive, physician preference and patient specific items—are often a problematic link within a modern healthcare supply chain. Implant spend in orthopedics, spine and CRM procedures alone usually accounts for 20% to 25% of a hospital’s total supply spend. But numerous issues such as the lack of MMIS item file IDs, complex discounting methods, laborious documentation processes and weak or ineffective audit control inevitably introduce unnecessary risk and financial exposure.

With IPM from Owens & Minor, you can fully manage the contract pricing and requisition process for medical implants. Complex discounts, pricing tiers and even capitation agreements all become possible, ensuring you pay the correct price for costly implants every time.

So go ahead. Ask the hard questions. IPM offers a seamless solution to manage your implant purchases and realize savings across the board.

To learn how IPM can strengthen your supply chain, visit [owens-minor.com](http://owens-minor.com).

### *Clinical areas that can benefit from the use of IPM:*

- ▶ Spine
- ▶ Plastics
- ▶ Total Joints
- ▶ Trauma
- ▶ Orthopedics
- ▶ CRM
- ▶ Cardiac Cath
- ▶ Ocular

**HOSPITALS NOT USING IPM CAN LOSE UP TO 3%**

*of their supply spend and countless hours of productivity each year to manual-entry, Bill-Only transactions.*

## START SAVING TODAY

*Take control of your costliest purchases now with IPM and start realizing these key benefits:*

- Contract price management
- Capitation management
- Labor optimization
- Streamlined approval process
- Enhanced reporting
- Quick access to key data



[owens-minor.com](http://owens-minor.com)

Owens & Minor is a healthcare supply chain management company and the nation’s leading distributor of national, name-brand medical-surgical supplies. We are dedicated to serving integrated healthcare systems and their affiliated sites, freestanding hospitals and surgery centers, group purchasing organizations, the federal government and consumers. Headquartered in Richmond, Virginia, where it was founded in 1882, this *Fortune 500* company provides clinical inventory management, advanced logistics, leading-edge technology, supply chain consulting and outsourcing services.