



Part of the Owens & Minor Family

IMPLANT PURCHASE MANAGEMENT



Pay the Correct Price

A fully automated, cloud-based application, QSight Implant Purchase Management (IPM) works seamlessly with your MMIS to ensure pricing accuracy by fully managing the purchase of bill-only implants and other related preference items.

Many of these preference items are walked in by the vendor the day of the procedure and are not captured in the standard MMIS and must be manually managed. IPM automates the "bill-only" process to include the application of complex discounts, pricing tiers, and even capitation agreements for costly implants to ensure that you pay the correct negotiated price.

Streamline the Bill-Only Process

CONTRACT PRICE MANAGEMENT: Ensures you pay the correct negotiated price every time

CAPITATION MANAGEMENT: Automated system for identifying capitation opportunities and modifying requisitions to reflect correct pricing

LABOR OPTIMIZATION: Option to shift initial case documentation to the vendor representative without any loss of input or pricing control

STREAMLINED APPROVAL PROCESS: Centralize bill-only purchase approvals to 1-2 people across a single hospital or network by automating requisitions, purchase orders, and invoice receipts

ENHANCED REPORTING: Create and share custom export reports by procedure, physician, contract, product, price, or any number of metrics

QUICK ACCESS TO KEY DATA: Easily accessible data regarding procedure, vendor, and utilization that can be used to manage overall business or prepare for audits and recalls

Save Money & Time



Automate pricing management



Automate requisitions, POs and invoice receipts



Drive contract compliance



Engage vendor reps



Call 877-QSIGHT8 (877-774-4488) or visit www.QSight.net



GETTING STARTED WITH QSIGHTSM IMPLANT PURCHASE MANAGEMENT

GETTING STARTED WITH QSIGHT IMPLANT PURCHASE MANAGEMENT

- 1 Upload contracts to IPM. IPM Team maps contract logic to manufacturer catalog numbers and loads all pricing, terms, etc.
- 2 Vendor rep logs into IPM and creates requisition, providing visibility to contract pricing, enabling capitation captures, implant data, and tracks any price changes.
- 3 IPM automatically routes requests for up to three levels of approval at the hospital.
- 4 IPM automatically queues and sends the approved requisitions to the MMIS to create the PO and the receipt; PO numbers are automatically posted to IPM
- 5 Vendor automatically receives the PO number and implant detail from IPM and sends an invoice to the hospital.
- 6 AP matches invoice to PO, verifies, and pays the vendor.

ADD QSIGHT INVENTORY SOLUTIONS FOR ADDITIONAL BENEFITS

QSight manages over \$1 Billion of inventory annually for over 500 leading clinical departments such as interventional radiology, cath lab, operating rooms, and electrophysiology labs. All you need is a web-connected device and a barcode scanner.

- Chain of Custody for Human Tissue & Implants
- Streamlines the process of documenting supplies and implants in the clinical record
- Get UDI data into electronic health record system for meaningful use
- Chain of custody and temperature logging
- Temperature-controlled RFID enclosures (freezers, refrigerators, and cabinets)

Fast Set-Up, Rapid Results

QSight Implant Purchase Management was implemented in a regional acute-care health system with \$60M in annual implant spend across four hospitals and several surgery centers. With an MD friendly approach related to implants / trunk stock, this system was faced with a highly varied and manual contracting and PO approval process. IPM automated the requisition efforts of the implant coordinators and tied utilization to patient charges.

Within 60 days of implementation, the health system saw an increase of 13% in their charge revenue, a \$2M change.