

## ENSURING FINANCIAL AND PERFORMANCE EXCELLENCE

In most provider organizations, Supply Chain costs comprise 45% or more of expenses, including supplies, pharmaceuticals, purchased services and support services. Healthcare organizations need a comprehensive supply chain strategy along with a plan to achieve operational leading practice performance to manage supply and services cost, and meet current and future business needs. A highly performing supply chain is a strategic asset that can provide a competitive advantage to healthcare organizations.

Huron's supply chain solutions can identify inefficiencies and waste to ensure the best value for purchased goods and services.

The company's supply chain experts work side-by-side with clients to take an objective and comprehensive look at all purchasing decisions. This entails completing a detailed spend analysis to make more informed purchasing decisions and improve cost management.

They then provide a flexible, collaborative, and strategic solution that incorporates their depth of expertise and diversity of experience from commercial, academic, and government healthcare settings.



### APPROACH

Huron views supply chain, especially in healthcare, as a complex function that is both transactional and strategic. A successful supply chain operation depends on:

- Strong leadership and vision, executive support, and solid fundamentals
- Adoption of best practices and relevant technologies
- Caring customer service, and engagement and cooperation of customers at all levels including physicians, other clinicians, department heads, and staff personnel

Huron's transformational work with clients begins by working across and within every part of their organizations to assess these attributes. Its experts then develop and gain consensus on desirable future states, prepare project and action plans to realize and maintain exceptional performance, and work side-by-side with clients and their staff to implement the changes.

### RESULTS

As a trusted strategic partner, Huron has a proven track record of creating sustainable changes for clients across the country, such as reducing supply chain expenses by 4-6 percent and delivering tangible and lasting results:

PARTNER EXPERIENCE INCLUDES:	CHANGES ARE MAINTAINED THROUGH:
<ul style="list-style-type: none"> <li>• Improved supply chain efficiency on key performance indicators</li> <li>• Refined contract requirements that increase utilization and lower costs</li> <li>• Applied tracking tools that monitor impact</li> <li>• Standardized products and services</li> <li>• Reduced product and service consumption</li> <li>• Lowered pricing for suppliers and services</li> <li>• More engaged teams and refined evaluation processes</li> </ul>	<ul style="list-style-type: none"> <li>• Direction provided by supply chain strategic plan</li> <li>• Analytical tools that provide daily feedback</li> <li>• A Supply Chain steering committee that maintains a disciplined approach</li> <li>• Improved resource management tools</li> <li>• Revised organizational structure to improve performance</li> <li>• Huron sustained performance services</li> </ul>

## ABOUT HURON

Huron helps clients navigate the challenges and opportunities created by industry transformation while satisfying today's business and operational needs. Committed to achieving sustainable results, its team of more than 1,200 dedicated consultants develop robust solutions that realize and maintain exceptional financial, organizational, and operational performance. As one of the largest healthcare consultancies in the country, Huron partners with clients to transform large-scale, multi-facility health institutions into high reliability organizations. Huron has:

- Improved revenue operations, developed a workforce optimization model, and completed a feasibility study of VistA as part of its 11-year relationship with the Veterans Health Administration
- Partnered with the Department of Defense (U.S. Army) to help it achieve high reliability
- Provided leadership development and coaching to the U.S. Department of Health and Human Services (IHS)
- Advised more than 450 commercial hospitals, ranging from community hospitals to national health systems

## CORE CAPABILITIES

- Clinical Documentation Improvement
- Clinical Operations Management
- Continuous Process Improvement
- Leadership and Engagement Coaching
- High Reliability Organization
- Organizational Change Management
- Revenue Cycle Improvement
- Supply Chain Optimization
- Strategy
- Technology

## THE TEAM



Comprehensive academic credentials in public health, supply chain, public policy, operations, research, multiple engineering disciplines, and business management



Clinically trained and credentialed in nursing, physical therapy, and other clinical areas



Certifications in health administration, lean principles, and business administration



Experienced in applying private-sector best practices to the public sector

## COMPANY INFORMATION

- Limited Liability Corporation
- Large Business
- NAICS
  - 541219 Other Accounting Services
  - 541611 Administrative Management and General Management Consulting Services
  - 541612 Human Resources Consulting Services
  - 541614 Process, Physical Distribution, and Logistics Consulting Services
  - 541618 Other Management Consulting Services
  - 541690 Other Scientific and Technical Consulting Services
  - 541990 All Other Professional, Scientific, and Technical Services
  - 611430 Professional and Management Development Training
- DUNS - 111367897
- CAGE - 3KVQ9

## CONTRACT VEHICLES



### Prime Contractor

Professional Services Schedule  
SINs 874-1 & 874-7

### Subcontractor

VA Transformation Twenty-One Total Technology (T4) Next Generation (NG) • Navy Seaport-e • GSA AIMS Schedule 541 • VA EPES BPA • CDC Global Data and Technical Assistance (G-DATA) BPA • CMS SPARC

## DIFFERENTIATORS

- **Side-by-side** implementation approach with a focus on all levels of the organization
- **Deep bench strength** of more than 1,000 highly qualified personnel
- **Innovative solutions** that are comprehensive, customized, and sustainable
- **Efficient execution** as projects are completed on time and within budget
- **Successful teaming** with small and large organizations, including SDVOSB, VOSB, WOSB and other minority-owned small businesses

## CONTACT

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