



GREENVILLE
HEALTH SYSTEM

Greenville Health System Improves Supply Chain with GHX Credentialing Services

Organization

- Greenville Health System
- Greenville, South Carolina

GHX Products & Services

- Vendormate Credentialing

Highlights

As an early adopter of a strong credentialing program, Greenville Health System continues to benefit from growing its procurement management relationship with GHX.

Overview

Greenville Health System (GHS) is a public not-for-profit academic healthcare delivery system committed to medical excellence through clinical care, education and research in Greenville County, SC. It is a \$1.4 billion operation with four acute care hospitals, three specialty hospitals, six outpatient care facilities, two long-term care facilities, two wellness centers and many affiliated practice sites and programs. GHS has an annual purchasing volume/supply expense of \$240 million and has continually reduced supply chain costs over the past seven years, resulting in annual savings of 3-5%. GHS received the 10th Annual Supply Chain Management Department of the Year award by Healthcare Purchasing News in honor of their achievements.



Challenge

When the Joint Commission on Accreditation of Healthcare Organizations (JCAHO) expanded vendor requirements in 2008, GHS implemented Vendormate Credentialing to badge, track and monitor vendors on-site at its facilities, specifically in the OR. But this was not the only challenge; GHS is continually tasked with protecting formulary, increasing vendor compliance requirements and aggressively cutting costs.

Solution

Through Vendormate Credentialing and disciplined vendor policies, the GHS supply chain team not only met accreditation requirements for onsite vendors, but also established a way to lock formulary and control product spend by issuing an approval number during the vendor credentialing process that must appear on invoices before vendors are paid. As a result, GHS has prevented unnecessary purchases and the associated costs. GHX was key to helping GHS manage its total supply chain spend by providing a formal structure to manage vendor activity.

As vendor compliance requirements grew (e.g., mandatory flu shots), GHS adjusted its credentialing program to meet new conditions. The program was expanded beyond just managing onsite vendors to strengthening an already well-managed pharmaceutical program. As the program grew, GHS also found Vendormate Credentialing offered a convenient, effective channel for communicating existing and new requirements to its many vendors.

GHX's comprehensive credentialing solution ultimately reflected operationally, with GHS seeing greater supply chain efficiency. GHS has trimmed \$40 million in non-salary expenses since implementing recommended best vendor practices and strongly feels GHX played a role in this cost-savings.

“Our supply cost has declined over the past seven years. Our performance has increased steadily and our customer satisfaction is at an all-time high. GHX is a piece of the supply chain puzzle that saves me time and money.”

– John Mateka, Chief Procurement Officer & Executive Director of Supply Chain Management, GHS



About GHX

GHX offers a complete solution for vendor sourcing, management and contracting that leverages our network of 68,000 credentialed vendors, representing virtually every category of spend. With access to this vast network of better vendor data and integrated solutions, providers are positioned to streamline every stage of the contracting lifecycle, as well as make decisions that better support supply chain and compliance goals.

Learn More. Contact us at 1.800.YOUR.GHX for more information or visit GHX.com.



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