CONSTRUCTION, RENOVATION AND INTERIOR DESIGN

REDUCING HEALTHCARE COSTS. IMPROVING HEALTHCARE QUALITY.
Every day, you’re working hard to keep expenses low and quality high. But the more complex healthcare gets, the more difficult your job becomes. We understand. And that’s why we developed Amerinet Construction, Renovation and Interior Design Solutions: the simple, total answer to helping you improve operating margins and do what at times may seem impossible – lower costs at the same time you enhance quality and safety. Not only is it possible – it’s a goal you can achieve, when you choose Amerinet.

We provide a comprehensive portfolio of member-focused products and services, with industry-leading suppliers delivering building materials for renovation, major construction and replacement projects. And group purchasing solutions that offer significant savings opportunities for all network members, both acute and non-acute care.

**Today’s Complex Construction Issues**

Today, healthcare facilities face more challenges than ever before.

- **Aging Infrastructure** – Healthcare facilities across the country – from hospitals to long-term care facilities – are faced with buildings that are growing older and obsolete. Organizations have to decide whether to modify existing structures or create new space to meet the increased demand for services, a changing patient base and rapidly evolving technology.

- **Patient Population** – Healthcare construction projects must address one variable that is continually changing yet constant – the patient population. During the early part of this decade, 133 million Americans had one or more chronic conditions. That number is expected to increase by 37 percent – to 157 million people – by 2030. Healthcare construction projects today must take into consideration this growing patient population.

- **Going Green** – Going green. Sustainability. Environmentally friendly. No matter what you call it, one thing is certain – green initiatives in healthcare construction are not only popular, they make good business sense. With any project, pressure exists over environmental impact issues and how to incorporate recycled and sustainable goods. Although building green may have minimal impact on initial construction-related costs, the advantages of a more efficient building and its associated return on investment can be extraordinary.

- **Costs** – Before the first slab of concrete is laid or the ribbon-cutting ceremony is complete, one of the major challenges with new construction is keeping pace with costs. Hospitals’ management teams, including planners, managers and clinicians, are charged with making construction decisions that are not only cost effective but technologically advanced and state of the art.

- **Technological Advances** – Technology affects any healthcare construction project’s bottom line, with technological advances accounting for 20 to 40 percent of the annual increase in U.S. healthcare spending since the 1960s. Not only is the technology aspect expensive, yet necessary, it also is the most rapidly changing portion of any building venture, resulting in design and last-minute changes to projects.
The Amerinet team includes construction specialists who work to deliver cost-effective solutions throughout the six phases of construction: planning, schematic design, design and development, construction documents, construction and commissioning. These specialists ensure we partner with suppliers who deliver the products you need most at the best possible price.
Trust Amerinet to Keep Things Simple.

Amerinet’s Value Proposition

Delivering savings of 12 to 18 percent, Amerinet Construction Solutions can improve every aspect of a construction project and will be custom-tailored to meet your particular needs. Our specialists work with healthcare facilities of all types and sizes to maximize the benefits throughout a construction, renovation and interior design project. By focusing on effective communication and pertinent data, Amerinet partners with project stakeholders to determine the appropriate mix of technology and environmentally friendly products in a project that will meet the future demands placed on the facility.

Through partnerships with market-leading suppliers, Amerinet delivers significant savings in all segments of the healthcare spectrum – from a wide variety of often-ordered items to high-dollar, high-tech purchases that occur only every few years. More than just the savings on nearly 1,500 contracts, the real value of an Amerinet membership is...

The opportunity to voice your opinions on how Amerinet’s contracts are formulated in a wide variety of forums.

The unmatched commitment to superior customer service at all levels of our organization.

The custom contracting opportunities that are open to members willing to commit their business to us.

The low-cost continuing education opportunities in more than 30 healthcare disciplines available through Inquisit, our education division.

The clinical specialists in the field working directly with our members on improving clinical outcomes.

It all adds up to the real value that Amerinet members utilize in reaching their clinical and financial goals.
Our Construction Services help healthcare professionals meet quality and satisfaction goals through a variety of information and education tools:

- Educational resources via member conferences, Inquisit®, our education division, and Inquisit I-Link, our comprehensive online resource. Ask your Amerinet representative about our full range of professional development opportunities.

- Member resources provides real-time access, 24 hours a day, to members’ contract information, purchasing history and financial information. A section of the Amerinet Web site, member resources is a portal to the Web-based tools, programs and services found on www.amerinet-gpo.com. The featured areas of member resources highlight our Total Spend Management Solutions, contract portfolios, TargetBuys®, reports and contracting catalog.

- “Our Amerinet sales representative looked at the upcoming Thompson Peak project from the construction perspective, getting the general contractor to work with the contractor and subcontractors. We wanted to identify the Amerinet partners and see how we could acquire a product at its lowest cost to us.”

  - John Donofrio, Contract Administrator, Scottsdale (Ariz.) Healthcare

Innovative strategies that bring measurable value to its members – that’s what Amerinet provides with its Business Intelligence Tools. These software resources take disparate organizational data and turn it into workable and actionable information so Amerinet members can more effectively manage areas including physician preference items, supply expense, finances, operations and profitability.

BUSINESS INTELLIGENCE TOOLS

Amerinet BudgetMatch, Powered by MEMdata
Amerinet BudgetMatch™ simplifies the budgeting process by matching a facility’s needs with our capital equipment portfolio. The password-protected site accepts almost any electronic file including Microsoft Excel files and can be updated or changed as many times as necessary. It’s a seamless process that generates the hard data needed to help decision makers make the tough decisions easier.

Some of the key benefits include line item contract matching from the Amerinet capital equipment supplier portfolio, depreciation schedules of all assets in a capital budget, capital allocation forecasting capabilities, the ability to track actual purchases as they are made throughout the fiscal year and as much as 18 percent savings on actual equipment purchases.

Financial Profitability
Powered by DataBay Resources®, a division of Amerinet, our financial profitability tools are used by healthcare facilities to compare their cost, reimbursement and profitability levels to other organizations nationwide, making this an important resource when determining the scope of a construction project. One of our resources – Navigate Profitability™ – is a powerful Internet-based financial tool that identifies actual cost and reimbursement – not charges – as the basis of profitability.

Amerinet Diagnostix
By utilizing Amerinet Diagnostix™, a powerful performance trending tool, healthcare providers can reduce supply expense, maximize contracts and better manage operational processes to reach strategic goals. Our experienced team works with executives, physicians, clinicians and department staff to interpret savings opportunities, deploy best practices and implement savings. This tool can be helpful when gauging post-construction supply needs such as consumables, replacement parts and service contracts.

Amerinet Savings Roadmap
Amerinet Savings Roadmap® is a pathway to identify realistic and actionable opportunities for contract savings and product standardization, utilizing a competitive portfolio of product and service contracts. This process makes it possible for decision makers to conduct a complete analysis of their total spend. It identifies immediate savings opportunities by displaying key information for executive review and effective decision support.

Savings Roadmap analyzes and compares members’ current spend with the Amerinet portfolio to identify exact contract matches. This dynamic reporting tool enhances the decision-making process by creating reports that evaluate total supply chain spend.
TOTAL SPEND MANAGEMENT SOLUTIONS

Amerinet Construction, Renovation and Interior Solutions is a simple, total way for you to achieve what may seem contrary at first – reducing cost and increasing the quality of care at the same time. Now imagine that every department within your hospital is doing the same thing. That’s what our Total Spend Management Solutions are all about.

Total Spend Management Solutions
Supported by a portfolio of product and service contracts, Amerinet delivers strategic solutions and expertise – all designed to maximize your financial performance. The wide range of programs offered through our Total Spend Management services provides solutions to address supply chain and operational performance issues such as revenue cycle, price accuracy, data integrity, transparency, physician relations, employee satisfaction, recruitment and productivity.

Wisely spending. Efficient operation. And leveraging our nationwide network to create economies of scale. Our Total Spend Management Solutions deliver it all and something far greater: the ability for your organization to become more vital, more robust and more focused on what you want to do most – give your patients the quality of care they deserve.

Healthcare grows more complex by the day. Amerinet is proud to be the GPO that is reducing confusion – not adding to it. The more challenging construction management becomes, the more you can trust Amerinet to keep things simple.

More Amerinet solutions to help your facility balance cost with quality:

- Capital campaign consulting
- Consulting
- Energy management and conservation
- Environmentally preferable purchasing
- Safety-related services

“...This project is of vital importance to the long-term viability and success of our facility. With Amerinet’s assistance, we have been able to more accurately match the construction options available to us with the healthcare needs of our residents. This will enable us to receive the greatest benefit from this sizable investment in our community.”

- Craig Val Davidson, Chief Executive Officer, Milford (Utah) Valley Memorial Hospital
Improving Your
Supply Chain and Operational Performance

- Price Accuracy
- Data Integrity
- Physician Relations
- Transparency
- Employee Satisfaction
- Recruitment
- Productivity

Questions? Ask your Amerinet representative
or call Customer Service at 877-711-5700

www.amerinet-gpo.com
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Amerinet serves acute and non-acute healthcare providers nationwide.

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