

## GOALS

- STANDARDIZE IN SYSTEM
- COST SAVINGS
- INCREASE PURCHASES THROUGH AMERINET

## SUGGESTIONS FOR SUCCESS

- FOCUS ON HIGH-DOLLAR ITEMS
- SECONDARY FOCUS OF HIGH VOLUME
- INVOLVE ALL DISCIPLINES
- LIMIT THE NUMBER OF ITEMS PER CATEGORY
- START WITH DECREASING COST OF PRODUCTS ALREADY BEING USED
- HAVE KEY "MD CHAMPION" FOR EACH CATEGORY

## STEPS IN STANDARDIZATION

- COLLECT DATA FROM EACH FACILITY FOR THE USAGE AND PRESENT COST
- COMPARE VENDORS FOR ALL FACILITIES
- ASSEMBLE GROUP TO PICK TOP TWO VENDORS USERS CAN LIVE WITH
- OBTAIN VENDOR PRICES FOR TOTAL VOLUME
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## STEPS IN STANDARDIZATION

- ANALYZE DATA FOR COST PER UNIT COMPARISON
- SHARE DATA WITH USER GROUP
- COME TO CONSENSUS ON TWO VENDORS
- DOCUMENT ESTIMATED SAVINGS

## IMPLEMENTATION

- SET UP SCHEDULES FOR VENDORS AT EACH FACILITY