

SPEND MEND

Capital Equipment Quote Assurance

*Achieving the “last mile” of savings for your
Capital Equipment purchases*

SpendMend By The Numbers

\$1.1B

Annual Client
Cost-Savings

30+

Years in
Business

150+

IDN Clients

\$344B+

IDN Spend Under
Management

SpendMend Solution

Capital Equipment purchases make up 20% to 40% of all non-labor expenses in a hospital. Unfortunately, most of the solutions to help you negotiate pricing and formulate your Capital Equipment contracts overlook the last mile of savings. It is normal for a few critical questions to creep into the contracting process:



How do you know for sure that you're getting the best deal out there?



How can you assure that the contract language protects you?



How and where do you get the most relevant information to make the best decision?

How Does SpendMend Help?

SpendMend delivers the last mile of savings on Capital Equipment quotes and contracts by leveraging 30 years of experience, insights from an extensive client population, and expertise from a staff roster which includes former buyers, pharmacists, RNs, and C-levels from the healthcare industry. In addition to our practical expertise, we have analyzed over 30 years of spending trends and can leverage that knowledge to recognize patterns and identify often overlooked savings opportunities.

We combine our expertise and our data with insights from our revolutionary software platform, InvoiceROI, to perform an exhaustive Last Pass review of Capital Equipment quotes and contracts. We prescribe and support tangible recommendations to ensure our clients are getting the lowest feasible pricing, without overlooking maintenance costs, implementation and installation, future supply requirements and much more.

Our Solution Covers...



- 1. Capital Equipment Contracts
- 2. It Hardware & Software Contracts
- 3. Supply Contracts
- 4. Repair & Maintenance Contracts
- 5. Service & Management Contracts
- 6. Telecommunications & Utility Contracts

We not only compare your quotes to regional and national averages and “best pricing available,” but also evaluate existing and potential work with the same supplier to drive down costs through wrap-around deals. On average, we reduce costs by 15%-35%. Our fees are contingency based, so our goals are always aligned.

Clients Using Quote Assurance Enjoy the Following Benefits:



Pricing links to benchmarked averages and “best pricing available.”



Total cost of ownership reduced by 15%-35%, on average



Leverage SpendMend proprietary technology and supplier network



Insights on further cost savings through wrap-around deals



Why We Are Different...

SpendMend has access to a massive volume of spend data across our client population, a huge supplier network, on-staff experts, and cutting-edge technology. We do not blind you with benchmarking, nor do we simply suggest terms. Our experts stay with you through the negotiation and final order to ensure you get the last mile of savings on Capital Equipment.

Getting Started is Easy

Send us a quote or contract and we will get right to work. We will review your current scope of work with the supplier and provide you with our Last Pass review of the contract. Our team only requires a 72-hour turnaround to complete our work and ensure that you are getting the best possible contract, pricing, and terms.

Contact Us Today To Get Started