Supply chain can positively impact the future of health care.
SUPPLIES ARE THE Second Largest & Growing EXPENSE FOR HEALTH CARE PROVIDERS
The business model of American health care continues to face challenges. Traditional supply chain methods will not deliver breakthrough results.

Together with our partners, we aspire to transform the health care industry through supply chain collaboration, integration and optimization.
From the discontentment of a broken system came an unconventional solution.

In the early 2000s, supply chain leaders from Mercy, one of the nation’s largest health care systems, believed there was an alternative to the misaligned, inefficient supply chain their organization relied on.

They began to sketch — on the back of a napkin — a vision for a more integrated and efficient approach to supply chain management.

In the years to come, that idea would not only change the culture and results at Mercy, it would change the supply chain conversation for fellow providers and make a positive impact on health care from within.
“The current business model of American health care is not sustainable. We are going to have to reinvent ourselves and ROi has the opportunity to take the lead to help health care systems transform into a more modern, sustainable business and clinical model.”

LYNN BRITTON
President/CEO
Mercy
Those leaders from Mercy — who would one day found ROi — envisioned a strategic approach that internalized and integrated key points along the supply chain. Today, ROi has not only delivered more than $1 billion in savings to Mercy, it has helped other providers transition their supply chain into a strategic asset.

“We are proud to partner with fellow providers to re-engineer the supply chain while providing the highest levels of patient care and safety. Together, we can achieve significant clinical, operational and financial results, and help make a transformational impact on the future of health care.”

GENE KIRTSER
President/CEO
ROi
At ROi, we believe the supply chain is most powerful and cost-efficient when owned by providers.

The Goals of a Strategic Supply Chain

GIVE PHYSICIANS AND CLINICIANS A VOICE, bringing them to the table to make unified, strategic purchasing decisions.

ALIGN ORGANIZATIONAL STAKEHOLDERS, empowering leadership to focus the entire organization on broader, mutually held goals.

MINIMIZE WASTE by dramatically overhauling — then optimizing — the ordering, packaging and delivery of products.

ENABLE PROVIDERS TO SPEND MORE TIME ON PATIENT CARE by introducing an efficient, seamless supply chain system.
The ROi Integrated Model: A Collaborative, Provider-Owned Supply Chain

Our model helps providers transform their supply chain from a cost center to a strategic enabler and asset. Everything related to supply chain is streamlined and simplified.
ENGAGE AND COLLABORATE
Our Integrated Model begins with patient care in mind. We engage with fellow providers to collaborate on the development of a clinically aligned strategy that optimizes the supply chain and allows caregivers to focus on what matters most — the patient.

Services:
- Knowledge Transfer (Consulting) Solutions
- Stakeholder Alignment
- Supply Chain Assessment & Strategy Development

CONTRACT AND SOURCE
We help fellow providers manage the evaluation, selection, contracting, standardization and utilization of all products and services necessary for patient care.

Services:
- Formulary Development & Management
- Regard® Private Label Products
- Service Line Management
- Strategic Contracting & Sourcing

MANUFACTURE AND PACKAGE
We operate as a manufacturer and packager within a regulated environment to create high-quality products and solutions that drive significant cost savings for our fellow providers.

Services:
- Centralized Print Management
- Custom Pack Solutions
- IV Compounding
- Medical Device Reprocessing
- Pharmaceutical Repackaging

WAREHOUSE AND TRANSPORT
We offer a reliable and cost-effective alternative to commercial distribution and operate one of the largest provider-owned transportation fleets in the industry. We not only deliver products along the continuum of care, we help providers (if so desired) begin their own journey into self-distribution.

Services:
- Consolidated Services Center (CSC) Design & Operations
- Transportation Management

MANAGE AND USE
Our tenure of proven success as a provider, managing supply chain activities throughout the continuum of care, uniquely positions us to transfer proven solutions and services that deliver results.

Services:
- Centralized Document Storage
- Centralized Shared Services
- Clinical & Spend Analytics
- Medical Device Implant Solutions
- Supply Chain Consulting
- Supply Chain Outsourced Management
- Utilization & Standardization Programs

CONNECT AND SHARE
As a provider, our experience helps us serve as a connector for our partners to share successes and collaborate on health care services beyond supply chain.

Services:
- EPIC Implementation & Hosting
- Telemedicine Solutions
- Revenue Management

Accelerating Clinical, Operational and Financial Results
What once felt like an overwhelming challenge is now an exciting new frontier in health care: Improve the overall health of the population, improve the patient experience AND lower costs.

We’ve seen what happens when providers are empowered to control their supply chain.

• Our partners see SIGNIFICANT FINANCIAL BENEFITS
• Physicians and clinicians have a SAY IN IMPORTANT PURCHASING DISCUSSIONS
• Providers can more effectively drive internal synergy to deliver the CLINICAL, OPERATIONAL AND FINANCIAL RESULTS THAT SUPPORT WHAT MATTERS MOST: PATIENT CARE
• We’re helping and inspiring our partners to APPLY THE SAME LOGIC IN ALL ASPECTS OF THEIR BUSINESS AND AT ALL POINTS OF CARE
SIGNIFICANT FINANCIAL BENEFITS
“The more money we can save, the more we can reinvest into people, products and equipment, which helps patients down the road. We partnered with ROi to become a collaborator and innovator in the industry, and through their help, we are accelerating our performance.”

KEN MEINKE
Senior Vice President/Chief Financial Officer
Spartanburg Regional Healthcare System
ROi’s Integrated Model has helped fellow providers accelerate performance and improve patient care.
“The ROi relationship is the standard for how our health system is approaching other operational areas. The work we’ve done with ROi — to make us more efficient; to reduce cost but keep service at a high level — has helped us sell our saving initiatives system-wide. We learned through ROi that we could do things as a system.”

WILLIAM MOSSER  
Vice President, Materials Management  
Franciscan Missionaries of Our Lady Health System

“A strategic approach to supply chain management is critical to our system’s future success. We chose to partner with ROi because their innovative business model is comprehensive, highly integrated with clinical operations, and drives meaningful clinical, operational and financial improvements.”

BRUCE HOLSTIEN  
President/CEO  
Spartanburg Regional Healthcare System

“CHRISTUS Health was looking for a supplier of custom procedure packs that valued price transparency, quality, and collaboration as much as we value those qualities. When we made the decision to switch suppliers there was only one standout, and that was ROi.”

ED HARDIN  
System Vice President, Supply Chain  
CHRISTUS Health
OUR MISSION

We will transform the clinical, operational and financial performance of those we serve through an integrated supply chain.
Let’s partner together to build a collaborative solution for your organization. Together, we can be part of a movement to make our industry better.

Visit us at roiscs.com.