



CAPITAL PURCHASE REVIEW

Reducing the cost of new capital equipment purchases

Acquiring new capital equipment can be a daunting task. You need a solution that is effective and affordable for equipment planning, and in support of new construction and routine capital equipment.

Western Healthcare Alliance (WHA) partners with MEMdata to provide members with a way to reduce the cost of new capital equipment purchases. MEMdata's risk-free, self-funding program identifies the best pricing for all options and can be used in conjunction with Group Purchasing Organization (GPO) agreements. Members who utilize this program save an average of 18% identified savings on their total capital equipment purchase budget.

Member benefits:

- Can be used regardless of your GPO affiliation
- Risk-free and self-funding program (no savings = no fee)
- The most accurate price benchmarking in the nation
- All types of new capital equipment investments included
- Free capital equipment budgeting software
- Effective and affordable equipment planning in support of new construction and routine capital equipment
- Numerous web-based applications to manage total capital equipment spending
- Services are guaranteed to produce savings and are completely risk-free

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WESTERN HEALTHCARE ALLIANCE

Collaborating to Improve Rural Healthcare

18%

AVERAGE SAVINGS

The MEMdata process

- ▶ Member negotiates best price with vendor
- ▶ Member forwards the quote to MEMdata for analysis
- ▶ MEMdata issues an eRFP to the entire market
- ▶ MEMdata identifies all options at the best prices
- ▶ Member selects vendor of choice
- ▶ If member chooses the Performer Elite Program, MEMdata provides services for a fixed annual fee
- ▶ Fees to MEMdata are guaranteed to be funded by savings

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