HEALTHCARE – PRICING INTELLIGENCE

Profit Hiding In Plain Sight.

Discrepancy tracking and pricing tools that make every dollar count.

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OVERVIEW - A healthcare and supply chain company that facilitates relationships between vendors and hospital systems through a central platform. The use case focuses on pricing intelligence and optimization reporting leveraged by the sales team to improve financial and operational efficiency.

CHALLENGES
- Identifying purchases that cost above industry standards.

SOLUTIONS
- Delivered a report that highlights opportunities to lower costs.

TECH STACK - Utilized Foundry for backend development and financial logic calculations. Frontend handled by a third-party team using JavaScript.

OUTCOMES

Provided the sales team with a valuable tool that made sales pitches more attractive to prospective buyers.

Identified pricing discrepancies through the anomaly and exception reporting, saving money by renegotiating product prices to industry benchmarks.