

Product Enhancement Notification

Date: 4/17/2003

From: John Pritchard

The Major Accounts Exchange (The MAX) has classified 1000+ Integrated Delivery Networks (IDNs) into Stages 1-4 as described in the stages of supply chain integration.

Criteria evaluated pertaining to the IDN during the classification process include

- Contracting Strategy
- Compliance Capability
- Distribution Relationships
- GPO Affiliation (s)
- Technology Integration and Capabilities

Stage 4 IDNs (Strategically Integrated) tend to have the following;

- Single GPO relationship or a stated “direct contracting” model.
- Capability to deliver compliance of a contract.
- A technology platform that can aggregate usage and demand.
- Clinicians involved in the contracting process to ensure preference items are embraced.

Stage 3 IDNs (Vertically Integrated) tend to have the following;

- Single GPO relationship for Med/Surg & Pharmacy.
- High volume contracts managed by Materials management professionals.
- Some committed compliance agreements.
- Moderate information systems integration.

Stage 1 & 2 IDNs (Network Affiliated & Horizontal/Single Hospital systems) tend to have the following;

- Multiple GOP affiliations.
- Low contract compliance capabilities.
- Disparate information systems making usage and demand difficult to aggregate.
- Limited strategic supplier relationships.

For more information or assistance please call 770-263-5262 or email customer service at info@qualityhealthdata.com.