



Above the Standard

Healthcare and Medical Experience

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

Above the Standard Clients



THE OFFICIAL SPONSOR OF BIRTHDAYS!



Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

Above the Standard Organization Details

Organization Name: Hospitals, Medical Facilities, and Physicians

Industry: Healthcare

Organization Size: \$10 Million to Multi-Billion Dollar Organization's

Client Billable Type: Performance Based, T&M, Hourly, Fixed Contract, Sourcing, Bonus Percentage, & Combinations

Above the Standard Healthcare Expertise

- During the past 30 plus years, Above the Standard has created many contracts and conducted many projects, from best practice, compliance, quality assurance, to procurement cost reduction projects for hospitals, medical staff, and across the U.S. Many of the projects started with the hospital, medical facility, contractor, and other organizations desiring to improve their bottom line, while improving processes, effectiveness, and procurement compliance.
- Our focus with each individual and organization in this process has been to listen, personalize, customize, and address the client's challenges with solutions that work short and long term. Above the Standard has had the opportunity to improve these areas, as listed below, with one-hundred percent success.

Client Solutions: Prime Contracts & Services

- **Prime contracts were implemented for hospitals** in California, Arkansas, Maryland, Illinois, Florida, Massachusetts, Alabama, and many other states (some of these hospitals are the largest and well known).
- **The type of services and products purchased** included medical care, emergency services, group health care benefits, physician, nurse, and medical professional subcontracted services, and other materials and services for entire health care benefits to tens of thousands of subscribers.

Client Expertise & Outcomes: Procurement Cost Reduction & Solutions

Procurement cost reduction projects for Federal funded physicians and medical facilities in many areas across the United States.

- Each facility started with gathering data of all equipment and supplies purchased for each location.
- Then, bundled procurement request processes were created in accordance to specifications, need, assessment, and desired outcomes provided by the facility management (some procurement request processes included one organization, and some involved setting up a group purchasing organization).
- Above the Standard procured the equipment and supplies through customized procurement request processes.
- Final suppliers were chosen by facility management that best fit their specific needs, budget, and outcomes.
- Results were savings by 30% for both medical equipment / products and supplies for all locations.

Client Expertise & Outcomes: Physician Group Associations

Physician Group association procurement cost reduction bids for many products and services with bench-mark savings and sustainable results.

- Many locations did not know the specific cost of each item – the bench-mark pricing established actual savings and percentages for all areas bid.
- Sustainable results included longer strategic partner contracts, less time bidding overall for the long-term, supplier evaluation and contract specifications that could be tracked and managed, best value determination specific to each location and organization, and internal audit mechanism for greater effectiveness, savings, and best practice.

Client Expertise & Outcomes: Medical Facilities

Creation of medical facilities from blueprint to finalization for Federal funded programs.

- Input for better facility design to end user (physician, medical staff, records, site usage, and patient).
- National, regional, and local contractor and supplier approved lists.
- Quality assurance programs for maximum whole life cost analysis and total cost of ownership of the completed facilities.
- Project management to ensure timely schedule completion and sign off each project.
- Ensure budgeted dollars and contract amount for each area within limits.
- Pre-planning and planning – no contract modifications or little and opening of each facility by date set.
- Proper, compliant, and quality bidding of medical staff to run these facilities.
- Final sign off the entire project for each location.

Overall Experience & Client Outcomes

Costs in many categories for hospitals have been reduced in many areas, with the same or better quality of products and services. Some of the many cost areas reduced included:

- Utilities.
- Medical supplies (Hypodermic, Vaccine, Blood Collection Tubes, Dressings, Vaccine, Sterilizing, Sutures, Needles, Skin Closures, Garments, Dispensing, Gloves, Bandages, Instrument Disinfecting, OSHA Compliance Products, and much more).
- Medical equipment (Furniture, Diagnostic, Bath Safety, Walking Aids, Wheelchairs, Wound Care, Respiratory, Urological, Skin Care, Orthopedic, and Ostomy).
- Copiers.
- Computers and peripherals.

Overall Experience & Client Outcomes

- Staff.
- Training.
- Office and janitorial supplies.
- Forms, paper, stationary, and print.
- Waste management.
- Bio-hazardous materials.
- Implement Procurement Fundamentals (Created best practices for organization and Contract Management).

Hospitals, Physicians, and Medical: Overall Experience & Client Outcomes

The work Above the Standard has performed over the years for these hospitals, physicians, medical, and staff has resulted in long-term relationships, greater compliance, procurement and finance best practices improvement, the development of revised and simplified Standard Operating Procedures (SOP's) for greater understanding, control, and results. **The specifics as it relates to the above are:**

- Compliance – each location, hospital, and staff came into greater understanding of current Standard Operating Procedures (SOP's) and Best Practice. This resulted in greater understanding and less incidences of findings all around, thus meaning savings, less risk, and greater teamwork.
- More involvement of everyone resulted in more communications, improved SOP's, and a place where more people wanted to work and be a part of.
- Quality Assurance – As the staff engaged more internal and simplified tracking measures resulted in greater compliance, quality, ownership, accountability, savings, and ideas.
- Savings – the request and bidding processes from Above the Standard maximized bottom line profits short and long-term from the many different products, supplies, materials, and services, thus illuminating areas in each location and organization to improve through work teams.

Contact Us!

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