

## Supply Chain Product Offerings

Pinnacle Healthcare Consulting (PHC) provides the clinical resources and operational expertise to assist hospitals to effectively contract, review, and manage physician preference implants. PHC's expertise allows for support of Physician Gainsharing and other OIG arrangements. PHC's custom approach integrates hospital culture by engaging and facilitating collaboration between hospital executives, surgeons, materials management, value analysis teams and OR staff. The resulting partnership streamlines vendor management and cost savings achieved through contract negotiations.

### Pricing Benchmarks

- Provide implant benchmark pricing for:
- Total joints (hips, knees, shoulders)
- Spinal implants (cervical and lumbar)
- Biologics (allograft, synthetic, amniotic, and cell-based matrix)
- Foot and Ankle / Podiatry
- Other orthopedic / spine hardware

### Clinically Focused Proprietary Implant Database

- Implant classifications based on FDA 510(k) and Premarket Approval documentation
- Database access for contracted clients
- Custom reporting
- Over 800K individual part numbers and over 450 unique vendors

### Surgeon Profiles

- Presents surgeon implant data as a custom, clinically focused profile
- Details individual implant selection by procedure
- Designed to facilitate discussion between key stakeholders and surgeons
- Allows for review, discussion and insight into surgeon implant selection

### Custom Purchase Agreement Development & Vendor Negotiations

- Identify savings opportunities for total joint, spine and biologic implants
- Develop and implement purchase agreements focused on maintaining quality, maximizing savings, and eliminating contract loopholes
- Collaborate with surgeons to define implant classifications
- Leverage PHCs contract knowledge and clinical expertise during vendor negotiations

### Enforce Contract Compliance & Support Implant Formulary Implementation

- Provide the methodology and support to achieve projected savings
- Conduct periodic audits to identify product shifts, substitutions, or exceptions
- Monitor the introduction of new technology
- Provide support and market research to the Value Analysis Team

### Support OIG Compliant Gainsharing Agreements

- Audit of actual savings for OIG compliant gainsharing agreements with physician groups
- Act as the third-party administrator in OIG compliant gainsharing agreements
- Establish OIG compliant baselines and value-based agreements
- Track actual savings based on price and selection
- Develop monthly reports by physician group