

Hospital **GPO Drives Member Growth** and Savings with ComTec Systems

Partner Overview

A national healthcare Group Purchasing Organization (GPO) sought a way to differentiate itself in a competitive market while delivering measurable value to its members. Traditional supplier contracts were no longer enough to attract and retain its traditional members who were large multi-location healthcare systems —leadership wanted a solution that produced immediate quantifiable results and supported member recruitment efforts.

Why They Chose ComTec

- Demonstrated track record of savings across multiple spend categories
- Ability to implement quickly with minimal disruption to member operations
- Clear reporting and visibility into results
- Unique services not commonly offered by other GPOs, providing a competitive advantage

Pilot Engagement

The partnership began with a 302-bed hospital. ComTec performed a detailed review of their energy (natural gas and electricity) and telecom (cellular, internet, data connectivity) expenses. Within the first year, ComTec reduced annual costs by \$2,568 per bed—totaling over \$775,000 in annual savings.

ComTec's first project achieved more savings than the hospital had expected, a target they thought would require more than a dozen spend categories.

Impact on GPO

- Member Recruitment — Using the pilot's documented results, the GPO signed 30 new member hospitals within the first year
- Retention — Members had verifiable savings tied directly to their GPO membership and a core product as an easy entry into showing hospitals their capabilities
- Operational Efficiency — Simplified vendor management and reporting across participating members allow the GPO to expand with a single vendor while offering multiple products that deliver cost savings

Expansion

Following the pilot, the program was offered to the GPO's broader network of more than 400 hospitals. Adoption continues to grow, with ComTec positioned as a key differentiator in the GPO's value proposition to prospective members.

Ongoing Partnership

ComTec continues to work with the GPO on expanding cost reduction initiatives, supporting vendor consolidation efforts, and aligning procurement strategies to drive long-term member value.



“The measurable savings created by ComTec provided us with a clear competitive advantage. Prospective members could see the ROI in concrete terms.”

— VP of Contracting, Hospital GPO

