



SPEND MEND

Why Do So Many U.S. Healthcare Systems Choose SpendMend For Recovery Auditing?

Introduction:

If you're like most major U.S. Healthcare Systems, you're extremely selective about the organizations you partner with. Your recovery audit firm should be held to that same high standard.

At SpendMend, we are proud to count over 76% of the Top 50 U.S. healthcare networks among our list of over 110 clients - which spans over 2800 individual hospitals and facilities.

The hospitals and healthcare systems that chose to work with SpendMend receive more value based on several key differentiators that set us apart from competitors.

Dedication to Healthcare:

SpendMend has been dedicated to the healthcare industry for over 25 years. Our mission is to help hospitals better fund patient care through the value of our cost-saving solutions. Our deep knowledge of U.S. Healthcare Systems sets us apart from other providers and drives our industry leading recovery results. In addition to driving more recoveries we are also dedicated to helping our clients fix their problems and prevent future errors. Simply put, we care about healthcare.

Dedicated Client Support:

SpendMend deploys a national team of dedicated strategy experts to help clients optimize our solutions while maximizing their results. Each member of our client success team brings over 15 years of experience in high-level healthcare-industry consulting. Our dedicated experts encourage cost savings and overall efficiency by helping our clients to illuminate the dark data that is embedded in their cost cycle.

Exposure to Benchmarking and Best Practices From the Country's Best Hospitals:

SpendMend offers a diverse suite of solutions to illuminate the dark data embedded in the healthcare cost cycle. Our 2019 benchmarking survey revealed that clients who leveraged SpendMend's best practice recommendations reduced their errors by 59% within three years of their audit. Unlike traditional Recovery Audit providers, we aren't incentivized by errors remaining from one year to the next. We grow by fixing problems and partnering with clients to use more of our solutions.

Access to the Healthcare Industry's Largest Master Vendor Database:

SpendMend maintains an active vendor file of over half-a-million healthcare industry (and related) suppliers. Based on our large client population we are constantly communicating with these vendors and suppliers, updating their contact information, and learning their communication preferences. When we begin an audit, our analysis reveals that we have already communicated with an average of over 94% of our new client's suppliers within the previous 6 months leading up to the audit.

Dedication From a Full-Time, Salaried Staff:

SpendMend employs a full-time, salaried staff of over 225 auditors, consultants, and experts to deliver dedicated and consistent Recovery Audit services. Employees are compensated by salary, and their bonuses are paid out based on company performance. Auditors are never encouraged to search for "low hanging fruit" or to focus on areas of the audit that may be more personally financially rewarding. We perform all audits without prejudice to drive complete end-to-end recoveries and to maximize insights.

Custom Analytics with Purpose (Concierge Analytics):

In addition to delivering a suite of over 40 standard reports, SpendMend works directly with clients to customize additional reports and analytics to help clients address and solve their company's most pressing internal issues.

For more information on how your health system can take advantage of this list of benefits and differentiators please contact Nicole Thompson at nthompson@spendmend.com.

Your Mission In Our Mission

At SpendMend, we strive to help hospitals improve patient care through the delivery of innovative cost savings solutions, insightful transaction analysis, and improved visibility across business relationships.