

Getting it Right : How one major hospital group achieved best in class contract management with Premikati and SAP Ariba



How did they do it? The SAP Ariba Contracts Solution

Cancer Treatment Centers of America engaged Premikati Inc. and SAP Ariba to assess the current state of Contracting across all of their locations.

Between 5 hospitals, a corporate office and IS, 4500 contracts were gathered, summarized, and converted to searchable PDFs. From there expiration date tracking, contract compliance and savings are realized, which opened up improvement for negotiations and contracting, and mitigation of risks for CTCA legal counsel as it relates to contractual terms and conditions.



Greater **Visibility** and Scalability

Before: Business Challenges

- Stored contracts were non-searchable PDFs
- Contract storage varied by facility with some on only network shared drives
- Stored contracts were often not countersigned by both parties
- Manual expiration date tracking via spreadsheet with no notifications
- Multiple contracts with the same vendor at different prices – no leveraged buying power

Goals for Implementation

- To achieve best in class Contract Management processes
- Corporate wide electronic contract system for all contracts
- Increased contract negotiation and buying power
- Utilizing SAP Ariba Contracts Management solution as a contract lifecycle management program

After: A Better Path Forward

- Improved opportunities for national negotiations and contracting
- Increased contract compliance, assuring that savings opportunities are realized and sustained
- Automated expiration date tracking
- Ability to search all contract PDFs across the enterprise

“Finding the right solution partner is the second-most important decision you can make after choosing SAP. Leveraging a group of Ariba and contract experts, such as Premikati’s, saved us time, money and provided an extra layer of confidence that the implementation would be done right the first time.”

Clinton Hazziez

Head of Supply Chain, CTCA

4500

Number of contracts with 30K pages gathered, summarized, and converted to searchable PDFs

7

Number of facilities now best in class regarding their contracts management systems

Cancer Treatment Centers of America
Boca Raton, FL

Industry
Hospitals and Physician Clinics

Products and Services
Medical Specialists

Employees
4000+

Featured SAP Solution
Ariba Contracts

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