

# Success Story

Delivering value to specialty sites of care

## BACKGROUND

### KANSAS HEART HOSPITAL

Wichita, Kansas

Kansas Heart Hospital, a premier cardiovascular facility in Wichita, Kansas, learned of The Resource Group via their minority investor, Ascension Via Christi. Initial analysis indicated significant financial savings available by transitioning to The Resource Group from a traditional group purchasing organization, and Kansas Heart Hospital joined as a Participant.



## RESULTS

Accessing The Resource Group's cardiovascular rhythm management portfolio, implemented through a change management model has yielded a substantial financial value, realized almost immediately upon agreement signature.

### IMMEDIATE VALUE ACHIEVED

**\$13.6M**

Analyzed Annual Spend

**95%**

Exact Match PPI

**25%**

Annual Savings

**\$3.4M**

Annual Savings

**\$1.4M**

Annual Rebates

Additionally, Kansas Heart Hospital has taken advantage of The Resource Group's offerings outside of the traditional medical and surgical supply contracts. Purchased services opportunities in areas like Language Services delivered **50% savings**.

"Through our partnership with The Resource Group, our hospital receives exceptional value driven by reliable service, proactive follow-up, and substantial contract savings. Additionally, KHH benefits from significant rebates on heart procedure supplies, strengthening our financial performance and enabling us to reinvest in delivering top-tier cardiovascular patient care."

**Pam Chambers**  
Chief Operating Officer



**Listen. Innovate. Implement.®**