

# Success Story

## Delivering value to specialty sites of care

### BACKGROUND

## SPECIALISTS HOSPITAL SHREVEPORT

Shreveport, Louisiana

Specialists Hospital Shreveport, a high-volume surgical hospital in rural Louisiana, sought a supply chain solution that reduced expenses and allowed them to avoid the administrative burden of negotiating contracts locally. With their immense spine and orthopedic volume, the hospital found this solution in The Resource Group and joined as a participant in November 2023.

### THE PROCESS

1

INTRODUCTION

2

OPPORTUNITY ANALYSIS

3

FINALIZE CONTRACT

4

VALUE DELIVERY

### RESULTS

The Resource Group's national strategies for spine and orthopedics provide significant value, without compromising quality implants and patient care. Specialists Hospital Shreveport achieved significant savings soon after onboarding.

**\$23.5M**

Analyzed Annual Spend

**83%**

Exact Match  
Physician Preference Items

**26%**

Annual Savings

**\$6.2M**

Annual Savings

**In 12 months**, the hospital reached savings of **\$758K** in rebates alone.

"As the operator of an independent, single site surgical hospital, it can be difficult to find the right strategic partner. Every partnership that we've entertained has promised to help us reduce expenses but at the cost of selling a majority stake of our business and giving up the independence that truly makes us unique in our market. Through our partnership with The Resource Group, we have found a true strategic partner that has significantly driven down our supply chain spend and has also provided a level of purchasing data and expertise that would have been nearly impossible to achieve on our own. The Resource Group is more than just a GPO, they are a partner that is helping to drive the success of our business while maintaining our independence."

**Devin Jenkins**

Chief Executive Officer



**Listen. Innovate. Implement.®**