



MONTEFIORE MEDICAL CENTER

Each year, Montefiore Medical Center treats more than 60,000 inpatients and conducts 1.8 million outpatient visits and more than 400,000 home visits. It is one of the largest academic medical centers in the country. By using SAP® software to improve its supply chain functions, Montefiore is able to reduce costs, fuel growth, and provide superior care for its patients.

AT A GLANCE

Organization

- Name: Montefiore Medical Center
- Location: Bronx, New York
- Industry: Healthcare
- Products and services: Children's Hospital at Montefiore, Montefiore-Einstein Cancer Center, Montefiore-Einstein Heart Center, Surgery at Montefiore, Women's Health at Montefiore
- Revenue: US\$2.2 billion
- Employees: 12,000
- Web site: www.montefiore.org

Challenges and Opportunities

- Reduce annual operating budget
- Standardize products and supplies to achieve better pricing with vendors
- Increase visibility to optimize inventory investment

Objectives

- Implement automated material replenishment ordering and delivery processes
- Identify price and quantity discrepancies with vendors

SAP® Solution and Services

SAP® ERP application with a focus on materials management

Implementation Highlights

- Big-bang implementation was completed in 7½ months
- Project team secured early adopters during year prior to implementation kickoff
- Strong retention program ensures continuity of dedicated in-house team to accelerate innovation and maintain momentum
- Team was empowered to make all decisions within 24 hours
- Only value-added, functionally driven tasks were implemented

Why SAP

Open technology platform that facilitates change and leverages superior functionality

Benefits

- Saved over US\$80 million over the last 10 years through reduced material costs, rebates, and standardized supplies
- Enabled same-day order, delivery, and payment to improve patient care, order accuracy, and inventory management
- Improved process efficiency and staff productivity to meet increasing patient volume

“We've taken out tens of millions of dollars in product costs and delivery of pharmaceuticals through contract pricing. SAP software has enabled us to make that happen.”

Charles Agins, Vice President of Finance and Executive Director of Business Information Systems, Montefiore Medical Center

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