



## Case Study: How Specialty Orthopedic Group Achieved Unmatched Compliance and Savings with SimplifyOR



# Background

Specialty Orthopedic Group (SOG), a leading ambulatory surgical center (ASC) in Tupelo, MS, was facing significant challenges in managing implant costs and maintaining vendor contract compliance. These issues not only affected their financial performance but also added unnecessary administrative burdens to their operations.

## The Challenge

Before adopting SimplifyOR, SOG struggled with overcharges that exceeded their contracted prices with implant vendors. The lack of visibility into vendor compliance and the reliance on vendor reps to manage critical data created inefficiencies and financial discrepancies.

According to a key representative from SOG, "We were being charged more than our contract stated. It was difficult to catch these discrepancies until after the bills were paid."

## The Solution

In August 2023, SOG partnered with SimplifyOR to streamline their implant management processes and ensure contract compliance. The SimplifyOR platform provided SOG with a seamless integration of implant documentation into their Envi platform, allowing for real-time tracking and validation of implant usage against contracted prices.

## Key Features and Benefits

The introduction of SimplifyOR brought several transformative benefits to SOG:

1. **Financial Accuracy and Compliance:** SOG was able to identify overcharges and rectify them before payment, ensuring that they paid only what was contractually agreed upon. This proactive approach prevented financial losses and improved overall compliance with vendor agreements.

SOG processed over \$10.2M in implant transactions through SimplifyOR, involving seven implant vendors. This automation

reduced time spent on implant usage recording by 144+ hours and saved 122+ hours on vendor contract compliance efforts.

2. **Operational Efficiency:** The platform empowered SOG's vendor reps to input sales orders on the day of surgery, with a 24-hour window for the Provista team to issue purchase orders (POs). This streamlined process minimized delays and ensured timely compliance with industry regulations.

SimplifyOR saved SOG 136+ hours in vendor rep communications and 144+ hours in searching for item numbers for POs.

3. **User Experience:** SimplifyOR's user-friendly interface allowed SOG's management to easily approve transactions without complications. The app's integration with existing systems ensured a smooth onboarding experience for the entire team, including vendor reps.

*"Simplify OR has helped SOG save money by loading our contract pricing in for implants, and when the reps upload what was used, it compares the pricing. If the price does not match the contract, it will kick it back out to the rep until the price matches the contract."*

Angie Moffitt RT(R)  
Materials Manager  
SOG Surgery Center

4. **Easy integration:** One of the pleasant surprises for SOG was how effortlessly SimplifyOR was integrated into their operations. Despite the complexity of their requirements, the platform was easy to implement, leading to immediate benefits without a steep learning curve.

# Impact

Timeframe: August 2023 through August 2024

## About SOG

Surgeons: 12

Operating Rooms Streamlined: 4

Implant Distributors Coordinated: 9

Vendor Reps Empowered: 22

Implants Tracked: 11,000+

Purchase Orders at Contract Pricing: 2600+  
\$10.4M spend under management

## Time and Cost Savings:

Implant usage recording: 220+ hrs. saved

Item master maintenance: 54+ hrs. saved

Vendor contract compliance: 220+ hrs. saved

Creating new inventory numbers: 27+ hrs. saved

Searching item master for item numbers for purchase orders: 395+ hrs. saved

Vendor rep communications: 220 + hrs. Saved

Person-hours saved = 1,136 hours, or @ \$22/hr = \$24,992

50% Annualized Reduction in person-hours

Contract savings over \$64,000

## ROI:

Return on Investment = \$76,992

Break-even time on investment = 1.61 months

7X ROI in first year

1X ROI in first 38 days

*"Hands down, SimplifyOR is the best solution we have today. I would strongly recommend it to any ASC."*

- Blake Jeffries Director of Nursing, SOG

## Conclusion

SOG's partnership with SimplifyOR has not only addressed the financial and compliance challenges they were facing but also significantly improved their operational efficiency. By leveraging SimplifyOR, SOG has streamlined its implant management processes, reduced administrative burdens, and ensured that their financial practices align with vendor contracts.

This case study highlights the tangible benefits of SimplifyOR for ASCs, demonstrating its effectiveness in enhancing financial accuracy, operational efficiency, and compliance within the healthcare industry. SOG's success with SimplifyOR sets a benchmark for other surgical centers looking to optimize their operations and improve their bottom line.



**About SimplifyOR**

Discover the seamless synergy with SimplifyOR! Effortlessly manage item master, chargemaster, patient visit implant billing, charting, and ensure implant vendor contract compliance—all in one place.

Contact us at <https://simplifyor.com/#contactus>