



SOURCECLUB

YOUR STRATEGIC SOURCING PARTNER

CONSULTING WORKFLOW

ABOUT US

SourceClub is a strategic sourcing partner with the mission of providing dental offices with the supplies they need at the best prices possible, regardless of their size, operational structure, or ownership model.

CONSULTING PROCESS OVERVIEW

- Detailed project plan & client references available upon request
- Cost of Consulting Services: 25% of the savings delivered
- No monthly retainer—No onboarding costs



PHASE 1

DISTRIBUTOR RFP

ESTIMATED SAVINGS: 10% ANNUALLY

GOAL: To identify which distributors represent the best value, price, and partnership for our customer. SourceClub will implement a robust RFP that will evaluate every single SKU purchased in the last 12 months, and calculate the actual savings on a line by line basis for each distributor. If a formulary doesn't currently exist, SourceClub will build a custom formulary for the customer based on their 12 month purchase history. SourceClub also negotiates value added services such as: Cost Plus Transparent Pricing models, payment terms, sign-on bonuses, corporate conference allocations, complimentary preventive maintenance services on equipment, and much more.



PHASE 2

NON-CLINICAL CONSOLIDATION

ESTIMATED SAVINGS: 8-10% ANNUALLY

GOAL: To consolidate the non-clinically sensitive products on The Customers' supply formulary. The consolidation of these products allows your organization to combine their offices purchasing power to leverage aggressive pricing concessions directly from the manufacturers. These savings will be quicker than phase 3 as they typically require little to no clinical trials. The secondary goal of this phase is to reduce the overall number of SKU's on the formulary for easier "shopability" by the offices along with becoming easier to manage for future RFP's and negotiations.



PHASE 3

NON-CLINICAL CONSOLIDATION

ESTIMATED SAVINGS: 8-10% ANNUALLY

GOAL: To consolidate clinically sensitive products, and identify which manufacturers are willing to provide the best pricing, service, and overall partnership to our customer. If not existent, SourceClub will work with the customer to create a supply chain committee. This committee will be a doctor led group that will trial and evaluate all applicable clinical products and categories being consolidated. This committee ensures that patient care is never jeopardized by the consolidation of clinically sensitive products. Additionally, the committee helps to drive better doctor buy-in and compliance to the formulary changes to come. Doctors leading doctors!

ADDITIONAL SERVICES

Equipment Service Contract Negotiations:
No additional Cost

Establish/Manage Supply Chain Clinical Advisory Board:
No additional cost

Setup and Implementation of a Procurement Software:
No additional cost

Establish Department KPI's:
No additional Cost

Create Monthly Report Cadence to Track & Manage KPI's:
No Additional Cost

Establish Departmental Standard Operating Procedures:
No Additional Cost

Laboratory Formulary Creation and Consolidation:
Cost: 25% of annual savings presented

Office Supply Formulary Creation and Consolidation:
Cost: 25% of annual savings presented

Outsourced 3rd Party Procurement Department:
Rates vary depending upon organization size and requested deliverables

ABOUT THE OWNER:

Spending just shy of a decade in the dental industry, most recently as the VP of Supply Chain for a 200+ office DSO, Brad Freeman has dedicated his career to helping dental offices drive the absolute most value from their supply and laboratory spends. Brad has spent thousands of hours learning the ebbs and flows of dental procurement and where to drive savings. With years of experience in the dental industry cultivating creative procurement strategies for organizations of all sizes, Brad and his team can “go off the beaten path” to find you the best deals, no matter your size or budget.

