

# Saving 40% on shipping

OptiFreight® Logistics

## How Lafayette Surgical Specialty Hospital cuts inbound shipping costs without impacting delivery

**The more ambulatory surgery centers are charged with lowering costs while maintaining the quality of care, the more they're beginning to look at every opportunity to save.** That can lead to some unexpected possibilities, such as shipping costs. For Lafayette Surgical Specialty Hospital, more than \$32,000 of "hidden" savings were waiting to be tapped—over 40 percent of annual inbound shipping expenses. Just as important, there would be no impact on delivery timing. The materials manager simply had to say let's do it.

"I know the exact cost of the products I buy. But when it came to shipping costs, it was a mystery. I simply never saw them," said Tim Howat, Materials Manager. "None of us knew what the savings opportunities were—or how easy they would be to access—until we started using OptiFreight® Logistics."

**Implementation was simple.** OptiFreight® Logistics provided Howat with a list of participating suppliers, he provided account numbers for those that he purchased from, and OptiFreight® Logistics handled it from there. "That was it; I didn't have to contact any of the suppliers directly," he said.

Tracking the savings is simple, too. Howat reviews monthly reports—which in the first year alone indicated a total of \$32,657 saved.\*

“I didn't think we could have such control over our shipping costs. OptiFreight® Logistics is one of the best ways I've ever seen to manage healthcare costs. Sign up for it—you're going to see the difference.”

**-Tim Howat**  
Materials Manager  
Lafayette Surgical Specialty Hospital  
Lafayette, LA



Over 40%  
saved in first year alone\*

\$32,657 greater  
savings

Average  
\$17.15 savings  
per package

Same delivery time as Priority Overnight® —  
at 80 percent less average cost\*

OptiFreight® Logistics showed Lafayette Surgical how to save an average of 80 percent on many packages that were once sent Priority Overnight®—**without impacting delivery time.**

Contact OptiFreight® Logistics  
to find out how we do it.



## Simple, smart, cost-effective.

OptiFreight® Logistics is a simple, easy solution that can be set up in just a couple of hours, according to Edward Skerness, Account Consultant. “Best of all, it creates savings opportunities for years to come,” he said.

“There’s no catch—no gimmick,” Howat added. “You can save your facility a lot of money and make yourself look good, without needing to do all the work yourself. And clinicians aren’t impacted, because they’re still getting the products they need on time.”

## See the difference.

To control shipping costs and improve efficiency in the new healthcare world, you need to work with the right people. With OptiFreight® Logistics, you’ll have an entire team—all dedicated to creating an effective strategy for you.

### OptiFreight® Logistics: the simple way to save on freight.

“

Looking back, I wish I had started using OptiFreight® Logistics sooner. It’s easy to set up and the savings are tremendous. It’s a no-brainer. ”

**-Tim Howat**

Materials Manager  
Lafayette Surgical Specialty Hospital  
Lafayette, LA

### Why focus on freight?

Because freight spend is typically a small portion of an ambulatory surgery center’s supply spend, it isn’t always a top-of-mind target for improvement. “But it should be,” said Marc Mullen, Vice President/General Manager of OptiFreight® Logistics. “It’s a simple way to lower costs without impacting patient care. The ROI is high, and the level of change low.”

### About Lafayette Surgical Specialty Hospital

Located in Lafayette, Louisiana, Lafayette Surgical Specialty Hospital (LSSH) is a 20-bed physician-owned hospital, with eight operating rooms and two procedure rooms that accommodate 8,000 total cases annually. LSSH specializes in orthopedics, spine, ENT, urology, general surgery and pain management. Patient satisfaction rates consistently reach 98 percent and higher.



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\*Based on shipments sent directly from suppliers—through OptiFreight® Logistics—to Lafayette Surgical Specialty Hospital from November 1, 2013 to October 31, 2014. Individual customer savings may vary.

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