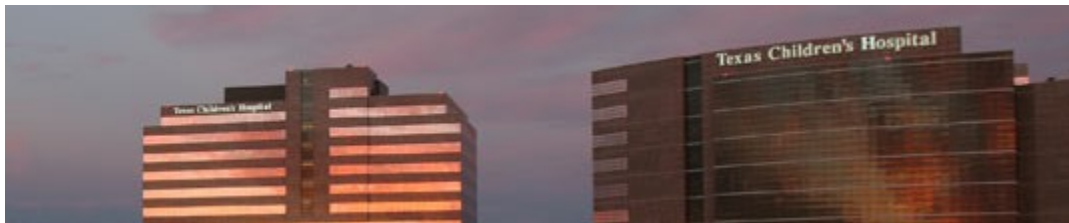


# md buyline

## Identify Savings on Strategic Alliances

Archie Martinez  
Senior Buyer  
Materials Manager  
Texas Children's Hospital  
Houston, Texas



Texas Children's hospital located in Houston, Texas, is one of the largest pediatric hospitals in the U.S. and needed assistance in getting a vendor strategic alliance agreement. Archie Martinez, senior buyer, was in charge of the contract negotiation and decided to send the agreement to MD Buyline for review. MD Buyline reviewed the terms and conditions in the agreement as well as the discount levels against other contracts reviewed in the database.

"In a nutshell, MD Buyline was helpful for us from the standpoint of reputation. What that reputation, and the reputation you have in the quote analysis service, did was allow us to partner with you against the vendor to give us validity in our negotiating for the strategic alliance agreement."

"At the same time, our GPO posted a group buy opportunity with this vendor. We attacked it from all angles – MDB, Texas Children's and our GPO. We put their backs to the wall. What vendors try to do is discredit MDB. The approach we took wasn't to look at individual quotes, but at overall percentage discounts. It made it a much easier process. Finding the highest percentage discount in each particular modality is a more efficient way to negotiate with the vendor."