

# Distributors Reduce PPI Supply Chain Costs

HIDA's Acute Market Survey of hospital supply chain executives discovered an emerging trend; distributors are successfully helping hospitals reduce costs for physician preference items (PPI). To download the full report, free to HIDA members, go to [www.HIDA.org/MarketSurveys](http://www.HIDA.org/MarketSurveys).

## Cost Reduction #1 Reason To Switch

Benefits of Buying PPI From Distributors



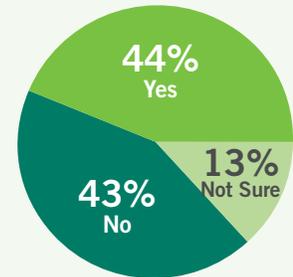
Cost Control



Reducing Waste In The Supply Chain

## Hospitals Look At New Ways To Purchase PPI

Nearly Half Have Explored Buying PPI From Distribution



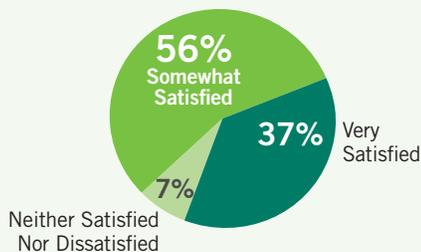
Most Who Explored Decided To Buy Some PPI From Distributors



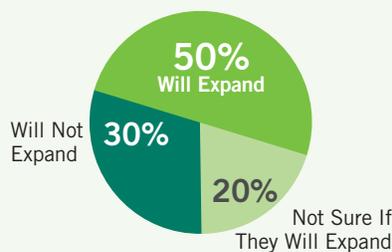
## Hospitals Highly Satisfied With Purchasing PPI From Distributors

Nearly All Satisfied With Decision

*No Hospital Is Dissatisfied*

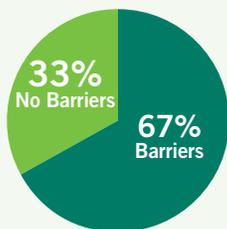


Half Certain They Will Expand This Strategy



## Barriers to Buying PPI From Distributors

1/3 Said There Were No Barriers



Executives find implementation cost is lower than anticipated



## Poised for Growth

% Of PPI Purchased Through Distributors At Present



Source: 2017 Acute Care Market Survey, Health Industry Distributors Association