

**“Our increased compliance with hospital customers’ policies enhances our reputation”**

## SINGLE POINT OF CONTACT FOR ALL CREDENTIALING NEEDS

### **Efficient Vendor Credentialing with Credentialing Managed Services**

QUICK TURNAROUND  
ON CREDENTIALING

CREDENTIALING  
SUBCONTRACTORS

ONBOARD  
GROWING  
SALES FORCE

UNBURDEN  
EXISTING  
STAFF

STREAMLINE  
CREDENTIALING  
PROCESS



Unburden  
Existing Staff

## RESULTS



GHX coaching and reporting resulted in a

**40%**

increase in rep compliance

## SITUATION

A medical device company challenged by overloaded administrative staff needed credentialing guidance.

## SOLUTION

The medical device company engaged GHX to help manage day-to-day tasks, work with credentialing staff and share best practices. Additionally, GHX provided support for reps to facilitate compliance with credentialing requirements.

Leveraging GHX resources allowed the company time to organize efforts to manage credentialing requirements for its representatives. The increase in rep compliance allowed the company to expedite the ability to sell to hospitals.

## SITUATION

A rapidly growing pharmaceutical company tripled the size of its sales force and needed short-term credentialing management help to get every new rep sales-ready in a timely manner.

## SOLUTION

The pharmaceutical company contracted with GHX to support development of an efficient on-boarding process that helps reps meet the requirements of their hospital customers. GHX also helped this company set up a document repository for storing credentialing data and tracking processes.

GHX expedited the process of credentialing new reps and established a monitoring system to accommodate future growth. This allowed the company's resources to stay focused on other aspects of rapid growth.



Onboard Growing  
Sales Force

## RESULTS



Credentialing of  
**50** new  
reps

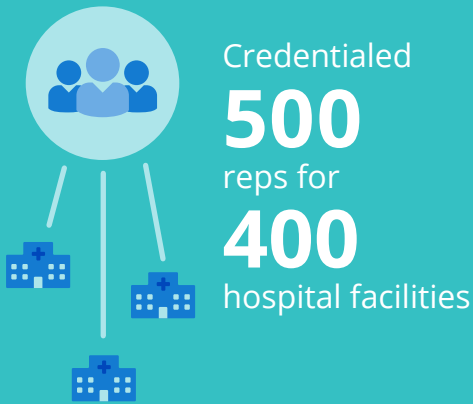


Established  
monitoring system  
for future growth



## Credentialing Subcontractors

### RESULTS



### SITUATION

When an inventory management company was chosen to subcontract for a medical device company, it required credentialing 500 hourly reps—in only three weeks—to access the hospitals served.

### SOLUTION

The inventory management company engaged GHX to help orchestrate this mission-critical project. This company needed experienced credentialing experts in order to move quickly, efficiently and accurately. GHX developed training packets outlining required documentation and vaccinations for each rep, set up a document repository to manage credentialing data, provided direct rep support and liaised with hospital credentialing organizations to help ensure reps were ready to work.

GHX helped meet their needs, enabling the inventory management company to deliver service on time and meet contractual obligations to its customer.

### SITUATION

A pharmaceutical company with disparate processes across multiple departments struggled to manage credentialing for its 1,300+ reps.

### SOLUTION

GHX helped to establish procedures and set up a repository for storing and sharing hospital-required documentation. GHX resources help drive compliance within each department with report tracking and monitoring rep issues so that they can be resolved sooner.

GHX resources saved the company from the additional costs associated with employing internal resources by centralizing and streamlining the credentialing process with a standardized, scalable solution.



### RESULTS



## Quick Turnaround on Credentialing

### RESULTS



**2,500**

Credentialed in less  
than 3 months

### SITUATION

A diagnostic and imaging equipment company, hit with a surge of new credentialing standards set by a large hospital system, needed to bring 2,500 reps up to compliance immediately.

### SOLUTION

The company outsourced the entire time-sensitive project to the GHX credentialing experts. The service team developed processes to manage new requirements, created a document management system and provided reps with direct support.

With the help of GHX, the company was able to meet a time-critical deadline to maintain access to hospital facilities.

The largest community of healthcare supply chain trading partners, **the GHX global network**, connects supply chain, finance and clinical professionals with their suppliers and partners. The 4,000+ provider organizations and 600+ manufacturers and distributors in this community are working together to drive billions of dollars out of the cost of the healthcare supply chain.

