

Premier Inc.

Situation

Premier Inc. is a group purchasing organization owned by not-for-profit hospitals and health systems. The company serves more than 2,000 hospitals and over 53,000 other health care sites in the US. Premier Inc.'s core purpose is to increase healthcare efficiency and improve patient outcome. Premier needed to purchase database licenses to support a custom built application suite. The company faced high Oracle licensing costs. As a GPO it is critical for Premier Inc. to minimize costs across all areas of the organization.

Challenges

Premier Inc. faced high costs of Oracle licensing for a custom application environment. The customer needed information around possible licensing alternatives. They had to make a purchase on a tight timeframe and needed to reduce the cost of their Oracle expenses in order to keep within their fiscal year budget.

Results

Idhasoft offered unbiased advice and presented alternative license options based on Premier Inc's business and technical needs. Idhasoft negotiated the pricing and terms with Oracle. Idhasoft's licensing expertise helped the customer lower the cost of licenses by \$150K which allowed Premier Inc. to move forward with Oracle technology platform for this environment.

"It is refreshing to discover there are alternatives with regard to procuring Oracle. Idhasoft provided objective advice and presented options that helped us achieve cost savings"

Gary Feierstein,
Senior Director, Systems Integration
Premier Inc.