

FACILITIES EMERGENCY MITIGATION

We entered a new category with a market-ready RFP.

How Pandion helped a multi-site skilled nursing chain consolidate their emergency mitigation vendors and build a comprehensive RFP. Done in record time and without the need for in-house subject-matter expertise.

Weeks

Saved on a single RFP event.

ORGANIZATION
Skilled nursing chain

FOOTPRINT
Multi-site, Southeast US

CATEGORY
Emergency mitigation

MEMBER OF
Pandion Alliance

01 — THE PROJECT

A niche category, fragmented vendors, and an urgent operational need

Emergency mitigation and restoration - fire, mold, floods - is a purchase-service category most GPOs never touch. Pandion's member, a multi-site skilled nursing chain, was relying on reactive services. Various crews would show up after an incident, invoice the site, and leave no contractual trail. The procurement lead needed vendor consolidation, defensible pricing, and enforceable SLAs. Pandion prides itself on delivering high-quality services to its members, but this was a new category to them. With MedReddie, that niche expertise was available on demand.



02 — THE PROCESS

A comprehensive RFP, ready in minutes, not months

MedReddie generated the market intelligence, supplier data, and evaluation criteria on Pandion's request. What went to market wasn't a pricing grid with a few added questions; it was a comprehensive, SME-grade document. Suppliers noticed. Feedback came back that Pandion "gets it," proof the work was ready for market on the first pass.

“The output from the beginning was super impressive - very accurate, and ready for market.”

Ryan Burke
Vice President, Strategic Sourcing

Vendor Strategy

Ad hoc → Consolidated

Category Expertise

On Demand

Procurement Model

Reactive → Structured

03 — THE REPEATABLE APPROACH

Scale your procurement in 3 steps

STEP 01

Define your initiative

Tell MedReddie your procurement process, regional requirements, solution category and specific requests

STEP 02

Generate evaluation criteria

We'll use market intelligence, peer reviewed research, and category-specific criteria to curate a new set of criteria for your needs.

STEP 03

Procure the solution you need

Translate consensus into structured criteria, requirements and evaluation logic.

Contact Us

✉ info@medreddie.com
🌐 medreddie.com

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