Hammond-Henry HOSPITAL

Supported By MedReddie

MED-SURG DISTRIBUTION RFP

Modernizing Med-Surg Distribution for a 25-Bed Community Hospital

How Hammond Henry Hospital partnered with MedReddie to turn whiteboard notes into a 40-question RFP, bring its new contract live a month sooner, and project $40,000 in first-year savings.

$40K
Projected year-one savings, before contract rebates.

2-3 wks
Saved from RFP development.

ORGANIZATION	FOOTPRINT	CATEGORY	SELECTED VENDOR
Hammond Henry Hospital	25-bed critical access	Med-surg distribution	Medline

01 — THE PROJECT

Aligning med-surg distribution with long-term clinical and operational goals.

John Kautzer brought 50 years of supply chain experience to Hammond Henry. Within his first 30 days, it was clear med-surg distribution was due for a fresh look. The hospital hadn't tested the market in over 15 years. John wanted to define what the hospital really needed from a distributor, bring clinicians into that decision, and find where it could reduce costs. He did it while catching up on a new ERP that went live two weeks before he started, with a supply chain team of four and a half people.



Year-one savings	Time saved
$40K	2–3 wks
Last market test	**Supply chain team**
15 yrs	4.5 FTE

> *"It'll translate your thoughts into a usable RFP document far faster than you could ever do it."*
>
> John Kautzer
> Supply Chain Manager

02 — THE PROCESS

From whiteboard notes to a market-ready RFP.

To capture the hospital's clinical requirements and service expectations without getting bogged down in lengthy administrative cycles, Hammond Henry teamed up with MedReddie.

- **Collaborative discovery:** MedReddie worked alongside the Hammond Henry team to turn whiteboard sessions, clinician feedback and operational priorities into a structured, 40-question RFP.
- **Clinician engagement:** Through the hospital's first value analysis team, clinicians reviewed and scored the proposed questions, giving them a direct voice in choosing their distributor.
- **Faster to market:** By streamlining requirement gathering and document prep, MedReddie helped cut 2 to 3 weeks off the RFP development timeline. The RFP went live May 1, the new agreement was awarded July 1, and the contract went live October 1 instead of November 1.
- **Confident partner selection:** The process gave leadership clear visibility into the market, leading to an award to Medline and a projected $40,000 in first-year savings, before rebates.

Question Drafting	Clinician Input	Contract Go-Live
Manual → Generated	None → Scored 1–5	Nov 1 → Oct 1

> *"The tool is going to come up with things that you haven't thought of, and you probably wouldn't think of."*
>
> John Kautzer
> Supply Chain Manager

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.

> *"If I'm going to go through this kind of RFP in the future, whether I'm here or somewhere else, I'd use it again. I think the tool was extremely helpful."*
>
> John Kautzer
> Supply Chain Manager

Contact Us
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