CASE STUDY

Healthcare indirect procurement transformation delivers savings, automation, and supplier diversity gains

A top-20 U.S. not-for-profit health system partnered with Versatex to strengthen indirect procurement across strategic sourcing, procure-to-pay (P2P) automation, and supplier diversity.

INDUSTRY	SCOPE	ENVIRONMENT	VERSATEX ROLE
Healthcare	**Sourcing · P2P · Diversity**	**Multi-state health system**	**Transformation partner & Tier 1 diverse supplier**

CLIENT PROFILE

A top-20 U.S. not-for-profit health system headquartered in the Midwest, operating approximately 50 hospitals and more than 1,200 sites of care across multiple states. Roughly 60,000 employees and approximately $8 billion in annual revenue.

THE CHALLENGE

The client needed to transform a complex indirect procurement environment while improving cost control, process efficiency, and supplier diversity. Indirect categories were spread across multiple operational areas, creating limited visibility, inconsistent contract enforcement, and value leakage risk. At the same time, the client wanted to expand diverse supplier participation in a measurable, sustainable way.

THE VERSATEX APPROACH

01 · STRATEGIC SOURCING
Category analysis, renegotiation, commercial discipline

02 · P2P AUTOMATION
Contracted pricing enforcement, automated invoicing, exception monitoring

03 · SUPPLIER DIVERSITY
Outreach, supplier development, governance — Versatex serves as Tier 1 diverse supplier

SUSTAINED PROCUREMENT VALUE

RESULTS

18%	13–70%+	3–8%	30%	<5%	~2 FTE	9% → 17%+
Annual savings on addressed categories	Category-level savings range	Incremental annual savings from P2P automation	Reduction in invoice processing time	Invoice exception rate achieved	Equivalent client cost avoided via automation	Diverse supplier participation

> *Savings improved because sourcing, automation, and governance were treated as one operating model — not separate initiatives.*