

## Novation Drives Supply Chain Innovation Leveraging Emptoris Solutions

### *Leading Healthcare Supply Company Turns to Emptoris Sourcing and Contract Management to Leverage Collective Buying Power*

**Burlington, MA – January 26, 2012** – Emptoris, Inc. ("Emptoris"), a leading provider of strategic supply and [enterprise contract management](#) solutions, today announced how Novation, a leading healthcare supply contracting company, is leveraging Emptoris solutions to innovate and automate its [sourcing](#) to contract lifecycle and drive savings and value for the healthcare organizations it serves.

By combining scale and expertise with data-driven tools and information services, Novation offers the most extensive range of advanced contracting services in the healthcare industry to the members of VHA Inc., a national network of not-for-profit healthcare organizations, and UHC, a national alliance of academic medical centers, as well as Provista, LLC. Serving more than 65,000 members and affiliates, Novation develops and manages competitive contracts with more than 600 suppliers, and VHA, UHC and Provista members used Novation contracts to purchase more than \$40 billion in 2011.

"By leveraging Emptoris to align and improve our sourcing and contracting processes, we are able to drive greater operational efficiencies and align with the healthcare members we serve to provide even greater value," said Alex Latham, vice president, e-business & systems operations, Novation.

With the Emptoris suite, Novation has gained greater visibility and control over its purchasing and contracting operations including the ability to proactively manage and monitor its sourcing and contracting processes for sealed-bids, reverse auctions and sealed proposals. Novation utilizes Emptoris Sourcing's advanced optimization capabilities to evaluate and weight numerous price and non-price factors, ensuring best value and quality - a critical capability in the healthcare industry. Leveraging Emptoris Contract Management provided Novation access to contract creation wizards and enabled clause-based contract authoring for frontline professionals, which the company reports is more flexible and effective than its previous template driven contract approach.

Novation completed the configuration and launch of the Emptoris solutions, successfully migrated all users of a previous system over to the solutions, and has already conducted more than 90 sourcing events.

"We are pleased to be working with a company of Novation's caliber in innovating its sourcing and contract management operations. As the world's largest supply chain contracting company of healthcare and medical supplies and equipment, their best practices will be closely watched and emulated across the healthcare industry and by other buying consortiums and companies," said Patrick D. Quirk, president and CEO, Emptoris.

More than 350 *Global 2000* companies – and more than 30 leading healthcare companies – rely on Emptoris for its strategic spend, supply and contract management solutions. The company's solutions are consistently recognized by leading independent analyst firms as the most comprehensive and tested strategic supply management solutions on the market. Most recently, Emptoris was positioned in the "Leaders Quadrant" in the Gartner Magic Quadrant for Strategic Sourcing Application Suites and received the highest possible rating in The Forrester Wave™: Contract Life-Cycle Management.

## About Emptoris

Emptoris, Inc. is a world leader in strategic supply, category spend and contract management solutions that enable companies to maximize financial performance and optimize commercial risk. The company's suite of award-winning and industry-recognized sourcing, contract management, spend analysis, supplier lifecycle management, services procurement and telecom expense management solutions are successfully used by Global 2000 companies. Emptoris is proud to partner with industry leaders such as American Express, Boeing, GlaxoSmithKline, Kraft, Motorola, Syngenta and Vodafone. For more information, visit [www.emptoris.com](http://www.emptoris.com).

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