

Advocate Health Care

2025 Windsor, Oak brook , IL , 60523 630-572-9393

U.S. Geo Market: Chicagoland area

<http://www.advocatehealth.com/>



Mission Statement

The mission of Advocate Health care is to serve the health needs of individuals, families and communities through a wholistic philosophy rooted in our fundamental understanding of human beings as created in the image of God

Key Metrics

# of Hospitals in System	10	# of OP Visits	1,681,953
# of Beds in System	3,275	Fiscal year ends	31/12
# of System Admissions/Yr	170,254	Member of SMI	Yes

Top acute care facilities (with relationship/beds) include:

- Advocate BroMenn Medical Center - Normal, IL (Owned/221 beds)
- Advocate Christ Medical Center - Oak Lawn, IL (Owned/695 beds)
- Advocate Condell Medical Center - Libertyville, IL (Owned/281beds)
- Advocate Eureka Hospital - Eureka, IL (Owned/ 25 beds)
- Advocate Good Samaritan Hospital - Downers Grove, IL (Owned/333 beds)
- Advocate Good Shepherd Hospital - Barrington, IL (Owned/183 beds)
- Advocate Illinois Masonic Medical Center - Chicago, IL (Owned/408 beds)
- Advocate Luthern General Hospital - Park Ridge, IL (Owned/638 beds)
- Advocate South Suburban Hospital - Hazel Crust, IL (Owned/284)

System Performance Characteristics;

As of Dec 31st 2010: Total Revenues: 4.5 Billion

Centers of Excellence

- Recognized as one of the nation's top 10 health systems by Thomson Reuter's
- Advocate has the largest emergency and Level I Trauma network in Illinois.
- Advocate offers more than 250 sites of care, including 10 acute-care hospitals and two integrated children's hospitals.
- Four Advocate hospitals have earned Magnet Recognition from the [American Nurse Credentialing Center](#) (ANCC) including, [Advocate Illinois Masonic Medical Center](#), [Advocate Lutheran General Hospital](#), [Advocate Good Samaritan Hospital](#) and [Advocate Christ Medical Center](#).

Supply Chain Contact Info, Related Demographics & Key Supply Chain Executives (Primary/Secondary)

System GPO(s)

GPO - MedAssets

Vendor Credentialing Firm

Self-Managed

Centralized Purch Level

YES

Purchasing Phone: 1-630-684-9700		Fax: 630-684-9219
Purchasing Website:		
Senior SC Exec	Thomas Lubotsky	
Capital Equip	Pat Vanholt/Jim Hasse	
Dietary	Joyce Welton	
Lab	Rich Sobkowiak	
Med/Surg	Liz Guastella	
Pharma	Rich Sobkowiak	

Value Proposition Alignment

Suppliers should tailor/focus their presentations on those areas rated the HIGHEST.

Increase Revenues – how much will it increase our revenues?	HIGH	MED	LOW
Reduce Costs –What costs of ours will be reduced by using your product?	HIGH	MED	LOW
Better Terms – Quantify the savings to us from your Terms versus the “street” terms?	HIGH	MED	LOW
Improve Utilization – How much savings will we see through improved utilization?	HIGH	MED	LOW
Increase Efficiencies – How much savings will we see through increased efficiencies?	HIGH	MED	LOW
Standardization – How much savings will we see through improved standardization?	HIGH	MED	LOW
Eliminate Waste / “Green” – Quantify waste eliminated and/or any Green effect?	HIGH	MED	LOW
Ease of Conversion –What conversion costs exist from a competitor’s product?	HIGH	MED	LOW
Improve Employee Relations & Boost Morale –Quantify any benefit?	HIGH	MED	LOW
Improve Patient Safety and/or Relations – How much will this improve?	HIGH	MED	LOW
Improve Patient Outcomes – How much will this improve patient outcomes?	HIGH	MED	LOW
Improve Physician Relations – How much will our physician relationships improve?	HIGH	MED	LOW
Grow Profitable Market share – How much growth (and in what area) will we see?	HIGH	MED	LOW
Risk Reduction/Regulatory Compliance – What is our current exposure?	HIGH	MED	LOW

Provider-Extended Supply Chain Profile Comments