

# CASE STUDY:

## The GHX Factor



“AIQ is an integral part of the plan. We’re improving volumes, up time, efficiency and EBITDA, and reducing our costs, incidents, time and labor. That’s the GHX factor. This is a great outcome.”

– Rob Gillespie, CFO, GHX

### KEY OUTCOMES:

- **10% EBITDA Improvement**
- **36.4% In Cost Savings**
- **\$100M Enterprise Value Added**



### CHALLENGE

GHX had conflicting requirements including the need to fund its plan to triple the volume of information its business could handle, reduce the risk of outages and scale operations to fit demand. At the same time, it was crucial for GHX to concurrently reduce costs and increase EBITDA.

Global Healthcare Exchange, LLC (GHX) delivers the industry-leading healthcare trading exchange in addition to procurement and accounts payable automation, contract and inventory management, credentialing and vendor management, business intelligence, and other tools and services.



### RESULTS

In support of GHX’s aggressive goals to expand the business, reach its EBITDA goals, and improve the company’s conferencing, Business Process Outsourcing (BPO), fax services, colocation, voice, wireless, hardware infrastructure contracts, and cost model, GHX engaged AuctionIQ (AIQ) and realized significant savings.

By collaborating closely with AIQ this project tightened the alignment of business requirements and technology enablement throughout GHX.



### CONCLUSION

By collaborating closely with AIQ this project tightened the alignment of business requirements and technology enablement.

AIQ specializes in creating industry-leading savings on a global scale, impacting the cost and performance of tech-centric IT services in over a hundred categories, such as cloud, SaaS, digitization, and big data through the application of its unique tools and business processes. It’s patented technology and business process platform ensures maximum savings for clients, while measurably improving quality, service levels, and specifications.

## Achieve Profitability Goals Increase Enterprise Value



Unbelievable Results...Delivered.

