

Panda helps Bellin Health contract with Kyruus for provider data management and self-service scheduling solutions

Opportunity

Bellin Health, an integrated healthcare system serving Northeastern Wisconsin and the Upper Peninsula of Michigan, needed to replace its outdated online provider directory—as soon as possible. Bellin was seeking a modern solution that would provide superior ease-of-use and consumer engagement but was facing an accelerated timeline due to a contract expiration for its current technology.

With multiple competing priorities, Bellin leadership was concerned about rushing the supplier evaluation and selection process. Not having the time or capacity to fully vet supplier capabilities, compliance, and ROI could lead to a potentially costly mistake.

Bellin sought assistance from Panda, whose deep healthcare expertise and knowledge of top-tier digital health solutions would enable the health system to find the right provider directory supplier in record time.

Patient Self-Service Scheduling Solutions

re-imagine the end-to-end scheduling process. They allow providers to meet consumers at the point of intention and offer a set of options for care setting, provider and experience designed to maximize patient and provider satisfaction.

Kyruus offers an award-winning care search and scheduling solution that helps healthcare organizations match patients with the right care for their unique needs. Built on top of the **KyruusOne®** provider data management platform, **ProviderMatch® for Consumers** enables a modern and consistent patient access experience, helping organizations boost patient acquisition, conversion, and retention.



Bellin Health System is an integrated health care delivery systems serving Northeastern Wisconsin and the Upper Peninsula of Michigan. Based in Green Bay, Wisconsin, Bellin Health serves a market of 640,000 lives and employing more than 400 physicians and advanced practice clinicians.

"By far the quickest turnaround from beginning a vendor search to a signed contract that I have been a part of. This is the second time we've worked with Panda to find a digital health solution, and both times we couldn't have been happier with the process or the results."

Adam Artel, Team Leader, Digital Strategy at Bellin Health

The Process

Panda partnered with Bellin to assess its needs, then researched and approached the pre-vetted suppliers in its marketplace on behalf of the health system. Mike Taylor, Panda's Vice President of Customer Success, served as an objective and trusted advisor to both Bellin and the suppliers. In the end, Panda presented two high quality, suitable suppliers for review.

Bellin chose Kyruus, a provider, location, and service data management solution. Interestingly, about a year prior, the health system had reached out to Kyruus about this project but was unable to prioritize it over other initiatives. With Panda in the mix this time, requirements and contracting were negotiated promptly and efficiently.

The Win

Record-time procurement: Bellin Health found and contracted with the best-suited supplier in just 12 weeks.

- Panda's industry-leading, best-practice procurement process informed the selection process and accelerated the timeline
- Panda's swift needs assessment capabilities easily narrowed the list of options
- Panda's streamlined contracting and negotiation process led to only one round of redlines needed



Kyruus is on a mission to connect people to the right care. Serving more than 500 healthcare organizations and 100 health plan brands, the platform includes solutions for provider data management, price transparency, provider search and scheduling, and digital patient intake—all to help people navigate and access the care they need. Kyruus has re-imagined a better healthcare journey, resulting in more satisfied members and patients, more aligned and engaged clinicians, and improved financial performance for the organizations they serve.



Panda saved Bellin executives from arduous, independent market research and supplier evaluations. And thanks to a pre-negotiated Buyer-Supplier Agreement, the contracting and **legal review processes were not only shortened, but significantly simplified.**



By pre-vetting suppliers and acting as a trusted broker, **Panda expedited a typically 6- to 12-month evaluation and contracting process to 12 weeks.**



Total cost savings of **25% over the 3-year contract**



Panda Health is the premier marketplace for digital innovations that transforms the way health systems discover and implement tools for their patients. In addition to its trusted marketplace, Panda Health standardizes procurement, facilitates technical integrations and manages contracts.

Ready to move faster? Contact us at growth@panda.health