

How a Large National Health System Fixed \$233M in Mismanaged Assets in 30 Days



A blueprint for scaling data normalization across 100+ hospitals

PROFILE

Customer: A large national health system (HS)
Size: 100+ hospitals | 780,000+ assets

CHALLENGE

Disparate capital data across 12+ legacy systems led to overspending, inaccurate forecasting, and vendor chaos.

The Problem

“We couldn’t trust our own numbers”



780,000+

asset records siloed across systems, with 100s of manufacturer name variations (e.g., “GE,” “GenElec,” “General Electric Med”)

\$233M+

in assets with install dates misreported by 4+ years, distorting depreciation schedules

1,000+

model variations created confusion, hampering bulk negotiations

\$22,500 x 317 = \$7.1M+

in asset replacement cost not properly aggregated due to 17 different naming conventions across the health system’s fleet of Skytron Ergon 3 floor-mounted booms (One of many examples)

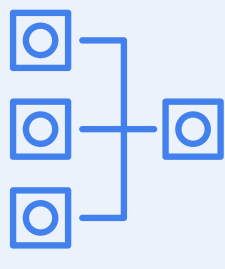
The HANDLE Solution: 30-Day Data Overhaul



Single Source of Truth

Ingested 780K+ asset records from 12+ systems into a unified platform.

Example: Normalized 76 variations of “Baxter” into one manufacturer hierarchy, including parent/child relationships (e.g., Baxter Healthcare Corp, Hill-Rom).



Model Consolidation

Mapped 1,000+ model variations to standardized SKUs.

Example: Reduced “Skytron LLC 13-382-00-3/3EC-L Ergon 3 Boom,” “Skytron LLC 1.08417E+13 Ergon 3 200 Series,” and “Skytron LLC ETM2ECM36/2FPM36 Ergon 3 Boom” to a single purchasable model.



Date Correction & Recovery

Flagged \$233M+ in assets with inaccurate install dates.

Example: a2.1M MRI logged as “2025” instead of 2021).

Before HANDLE

After HANDLE

“We had 24 versions of ‘Philips’ in our system.”



Standardized manufacturer tree with parent/child relationships enables volume-driven negotiations.

“We didn’t know how many infusion pumps we owned – or where.”



Real-time asset registry reduces duplicate purchases by 22% YTD.

“Depreciation schedules were guesses.”



Audit-ready install dates protect compliance and financial reporting.

“Every site bought the same model under different names.”



Centralized SKUs unlocked 15% bulk discounts with top 5 vendors.

Results



\$233M

in asset value corrected for accurate financial reporting.



30%

faster procurement cycles via clean, searchable data.



15-20%

savings projected in 2025 capital budget through volume consolidation.



What used to take months of arguments over spreadsheet errors now takes minutes. This isn’t just data cleanup – it’s financial risk mitigation.

– Director, Medical Equipment Cybersecurity and Technology Assessment

Lessons for Large Health Systems

- 1 SCALABILITY MATTERS**
The same framework works for 10 hospitals or 100.
- 2 BAD DATA ISN’T JUST IT’S ISSUE**
Mismanaged capital assets directly hit margins.
- 3 SPEED IS POSSIBLE**
Critical fixes don’t require year-long projects.

Need a Single Source of Truth for Your Capital Assets?

We’ll benchmark your data health in 5 days – no cost.

Book A Discovery Call



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