

CASE STUDY · HEALTHCARE

\$5M+ in estimated savings.

Weeks of analysis, down to minutes.

Healthcare · Pharmacy distribution · Large East Coast health system

How a large East Coast health system used Talin to run a pharmacy distribution RFX — market and supply-base work that usually takes weeks ran in minutes, a ten-category score, and a decision-ready comparison while final selection is still underway.

\$5M+

Estimated savings identified

Weeks → min

Market & supply-base analysis

Weeks vs months

End-to-end effort

10

Weighted evaluation categories

Executive summary

A large East Coast health system used Talin to run a sourcing initiative for a new pharmacy distribution partner. Priorities were clear: substantially improved pricing, strong customer service, contractual guarantees with real financial penalties for non-performance, and proven expertise across regulated service lines — including 340B, specialty pharmacy, retail pharmacy, and plasma services.

Talin's AI sourcing platform compressed market and supply-base analysis that would normally take weeks into minutes, drafted a baseline RFP the team customized to the client's requirements, then supported supplier registration, RFP issuance, proposal collection, and initial scoring. A parallel manual scoring pass confirmed the platform's results were directionally correct. **Final supplier selection is still in progress.** The initiative has already identified an estimated \$5 million-plus in potential savings versus the prior arrangement — with market analysis in minutes and end-to-end effort measured in weeks rather than months.

The challenge

Pharmacy distribution is one of the more complex categories a health system sources. A partner has to perform across service lines with very different rules and risk: 340B (compliance and split-billing accuracy), specialty and retail pharmacy (limited-distribution drugs and day-to-day service), and plasma/biologics (cold-chain integrity and availability).

The health system needed more than competitive pricing. It needed verifiable expertise across those lines, enforceable service-level guarantees and penalties, and customer service that fits a large multi-site clinical operation. Doing that by hand — weeks of market mapping, then comparing dense, inconsistent proposals — is slow and easy to score inconsistently.

The approach

Talin ran the event on its AI sourcing platform. The Talin team set strategy, tailored requirements, and validated results.

1. **Market and supply-base analysis** — platform analysis in minutes (work that usually takes weeks)
2. **Baseline RFP** — AI draft, then customized for goals, guarantees, and ten evaluation categories
3. **Supplier invitation** — registration links to qualified distributors
4. **RFP issuance** — through the platform
5. **Proposal collection** — in-system intake (no email version chaos)
5. **Automated scoring** — against the ten weighted categories
7. **Manual validation** — independent hand-score; results directionally aligned with the platform
3. **Leadership presentation** — consolidated, side-by-side findings for a data-driven next step

Buyers ran the event in Talin. Suppliers responded in the portal.

Evaluation framework

Ten weighted categories. Hard Brand lock — include all ten as labeled.

Category	What Talin assessed
Company information & distribution strategy	Profile, network footprint, strategic fit
Supply chain resiliency	Redundancy, contingency, continuity track record
340B program	Eligibility admin, split-billing accuracy, audit-readiness support
Plasma/biologics distribution	Cold-chain, specialized handling, reliability
Retail/specialty pharmacy distribution	Breadth, limited-distribution and high-cost therapies
Technical capabilities & key metrics	Order accuracy, fill rates, integration, reporting
Customer service support	Account management, responsiveness, escalation
Contracting, compliance & risk	Contract structure, compliance history, risk provisions
Pricing & commercial terms	Competitiveness, rebates, total cost of ownership
Implementation timeline	Transition speed, structure, go-live risk mitigation

Results

Time back

Market and supply-base work that often takes weeks ran in minutes on Talin. End-to-end effort measured in weeks instead of months. The team spent time on strategy and supplier quality instead of assembling background data.

Validated accuracy

Because the decision carries financial and clinical stakes, the team hand-scored proposals alongside the platform. The two approaches were directionally aligned.

Decision-ready comparison

Leadership got an apples-to-apples view across all ten categories instead of sorting inconsistent proposals alone.

Final selection and contracting are still underway.

Estimated financial impact: \$5 million or more in potential savings relative to the prior pharmacy distribution arrangement.

Estimated / potential — not booked savings. Customer remains anonymous. No supplier names.

Looking ahead

This is what complex category work looks like when the event lives in Talin: weeks of analysis compressed to minutes, consistent scoring, and a defensible comparison for leadership — while the health system finishes selection. Talin continues to support as they decide.

Request a Demo

Talin · Strategic work. Not paperwork.
talinsource.com · Not affiliated with talin.ai (recruiting)

Anonymous customer · Healthcare pharmacy distribution