

SUPPLYCOPIA:

AI INNOVATION UPDATE

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State of the industry

Mergers, acquisitions and partnerships are reshaping health systems. The opportunity is to turn greater scale into stronger operating performance.

Mergers, acquisitions and partnerships

More than 50 hospital and health system transactions have been announced in 2026 through the third quarter. Health systems are also pursuing ASC and non-acute care opportunities as they seek new capabilities and paths to growth. [1]

The strategic logic is clear: strengthen negotiating leverage with payers, capture supply chain efficiencies, add business lines that contribute revenue and earnings, and acquire capabilities that would take time to build internally.

50+

hospital and health system transactions announced in 2026 through Q3 [1]

Scale creates value only when operations are connected, with room for each organization to meet its own needs.

ASCs are central to the growth strategy

Whether health systems build new facilities, acquire existing centers or form partnerships, ambulatory surgery centers will remain an important part of their growth plans. ASCs offer opportunities to expand access, revenue and profitability, but integrating them presents real challenges.

An IDN acquiring multiple ASCs also inherits their existing data, technology, interoperability and process limitations. Some ASC organizations have themselves grown through acquisitions, adding another layer of complexity.

When acute care and ASC operations continue to function as disconnected business units, health systems can miss the efficiencies and coordination that helped justify the investment.

Connect operations while preserving local flexibility

At SupplyCopia, we believe that realizing the benefits of ASC growth requires integrating supply chain and other operations while giving each organization appropriate freedom to meet its own needs. A connected operating approach helps health systems make better use of their scale without overlooking local requirements.

Explore SupplyCopia ASC offerings →

Schedule an ASC strategy conversation →

[1] Hospital M&A activity through Q3 2026, reporting Kaufman Hall findings

Understand the full economics of robotic surgery

Robotic-assisted surgery is an important direction for healthcare. Its financial performance requires a closer look at the complete cost of care.

SupplyCopia routinely analyzes robotic-assisted surgery across health systems of different sizes. Our findings highlight a recurring distinction: a procedure can appear financially viable when viewed through implants and consumables, yet look very different once the full cost of the robotic program is included.

What our analyses have shown

VIEW 1 · IMPLANTS AND CONSUMABLES

Break even or a modest profit

When the analysis focuses on implant and consumable utilization, many procedures break even or generate a modest profit.

VIEW 2 · FULL ROBOTIC PROGRAM COST

No positive return

When robot acquisition or lease expense, sterilization, changeover, setup time and warranty or service costs are included, the health systems in our reviewed analyses did not generate a positive return on robotic-assisted surgery.

The opportunity is to identify procedures that break even or produce a modest margin, then evaluate where appropriate volume growth and process optimization can improve overall performance.

Recognize the strategic value

Financial return is only one part of the decision. We recommend that health systems also assess robotic surgery as an investment in attracting and retaining talented physicians and serving patients who seek these procedures.

Request RAS analysis information →

Evaluate clinical outcomes alongside cost

Clinical outcomes belong in the same discussion as program economics. Health systems should examine whether their robotic programs deliver improvements in:

- Surgical-site infection rates
- The need for blood transfusions
- Average length of stay
- Readmissions

These results should be evaluated by procedure, patient population and comparison approach. Clinical benefit and profitability should not be assumed to be uniform across robotic programs.

Preference card optimization and bill-only audits

Our latest agents focus on two persistent challenges: standardizing product and procedure use, and identifying financial leakage that remains after transaction automation.

Preference card optimization

In SupplyCopia's LinkedIn survey, more than 500 participants highlighted a common priority: product and procedure standardization integrated with internal workflows.

500+
LinkedIn survey participants

~3M
procedures analyzed annually

Drawing on this experience, SupplyCopia has developed standardized bills of materials for common procedures. Our preference card agent maps a health system's utilization data to these standards to recommend optimized cards.

The agent supports organizations working from manual or semi-automated processes, including spreadsheets and Word documents, as well as health systems using sophisticated EHR environments. It can:

- Create preference card recommendations from procedure and utilization data.
- Identify variation in product use across physicians and opportunities to standardize cards.
- Surface potential clinical equivalents for review and opportunities to reduce waste.

Test card optimization with your data →

Bill-only audit and recovery

Bill-only challenges persist despite investment in automation software. Instead of adding another transaction system, SupplyCopia created an AI agent that analyzes bill-only data, identifies potential leakage and supports a workflow to engage suppliers and recover money.

The agent is delivered through a managed service. The health system pays SupplyCopia when opportunities have been identified and money has been recovered from suppliers, under the agreed engagement terms.

Explore bill-only audit and recovery →

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Supplier risk, recall and replacement management

Our next-generation supplier risk agent helps health systems anticipate potential disruption, understand exposure and act on recommendations in one connected solution.

As AI capabilities advance, SupplyCopia has released the next version of its supplier risk management agent. Health systems can investigate potential risks from weather, geopolitical developments and tariffs, review the agent's recommendations and plan their response proactively.

Health systems interested in evaluating the supplier risk analysis agent can explore a risk-free trial with their own data.

Request a supplier risk agent evaluation →

What clients can expect next

We will continue working with clients to apply these capabilities to practical, measurable priorities. That includes improving underlying data quality, selecting the right level of autonomy, validating recommendations with domain experts and tracking whether each workflow creates the intended operational, financial or clinical result.

What is new



Control tower
A redesigned control tower that brings supplier risk insights and recommendations into a single view.



User personas
Multiple user personas to support the needs of different stakeholders.



Voice-activated agent
A voice-activated AI agent that lets users explore insights without typing.



Connected response
Connected supplier risk, recall and replacement management to support a coordinated response.

Bring us one difficult question

We invite current clients and prospective partners to select one supply chain or clinical question that is difficult to answer today. SupplyCopia will help map the required data, demonstrate the relevant agent workflow and define a practical path to value.

Request a focused AI demonstration →

Healthcare supply chain intelligence for confident action

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At SupplyCopia, we're transforming the healthcare supply chain for providers and suppliers. Our mission is to enable impactful, strategic changes through innovative technology, reducing costs for providers and creating new revenue opportunities for suppliers. Our hybrid control tower combines your data with our advanced software and the intelligent agent Ask the BEE, built on Latest LLM infrastructure. This AI-first, cloud-based solution addresses key challenges like interoperability, data privacy, and security, while boosting healthcare efficiency and accessibility.

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