



Dee Donatelli Consulting, LLC (DDC) is very excited to announce a partnership with NCI Consulting Group (NCI) which is the most respected and oldest sales and marketing firm in the US, supplying specialization in GPO, IDN and Major Health System market share expansion for healthcare suppliers.

NCI is a value-based business solution focused upon increasing client visibility to assist sales and corporate account teams to gain GPO contracts and membership penetration. NCI assists sales teams to increase their market share as well as supervise national accounts contract administration to manage day to day operation.

“Our supplier clients have been asking for a better understanding around healthcare value analysis for some time now; this partnership with Dee Donatelli will bring leading education and an opportunity to provide an appreciation for our clients to learn how to sell to the new and evolving Value Analysis customer” says Jim Dausch, Owner of NCI. “We are very excited about this collaboration and know that Dee will provide an understanding of not only how value analysis works but what role suppliers can and should be playing in the process of value beyond price”.

Dee Donatelli Consulting was formed earlier this year to enhance the clinical integration in healthcare’s supply chain management. Having spent decades creating value analysis processes nationwide, we know there is a significant need for greater collaboration regarding supplier partnerships. The industry has an opportunity to enhance patient outcomes through new and immersing technologies however, the pathway to decision making is tedious and very time consuming.

The NCI and DDC partnership reflect our collective passion which is to help suppliers and providers alike navigate the process of buying and selling through a value analysis process. Cutting through the traditional sales process by providing evidence-based data and information upon which to make informed decisions is our goal for all parties. The Value Analysis Professional’s role is to navigate throughout their healthcare organizations and facilitate the adaption of leading edge technologies. This is more that “new product requests” and the supplier’s role is to provide the factual information upon which to drive decision making. There is much to learn about selling to Value Analysis and we hope to advance the process.

“The NCI partnership opens the door for DDC to promote Value Analysis to the supplier community. I have known and respected Jim for years and am very excited to explore this new business opportunity of educating the supplier community on the basic as well as advanced landscape of today’s value analysis process. We have some great ideas in mind and will be making those announcements soon. I believe the provider as well as supplier community will significantly benefit from our collective experience and innovative offerings.”

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