

A vertical strip on the left side of the slide contains three images: a brick bell tower at the top, a yellow and white sign with a large 'K' and 'KECK 18' in the middle, and a stone archway at the bottom.

Healthcare Supply Chain A Provider Perspective

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Value Analysis Programs

- Physician driven
- Physician engagement
- Representative engagement
- Technology assessments
- Utilization
- Standardization
- Adding 200 new physicians



Process Improvements

- Point of use (POU) scanning of med surg supplies
- Electronic tracking of tissue and cardiac supplies by lot and serial number to patient
- Implemented RFID tracking of 2600 pieces of equipment
- Integration of data with EMR
- LEAN principles
- Vendor Managed Inventory (VMI)
- \$88M for capital: equipment, construction, IT

Clinicians Perspective

- Clinicians want to spend more time at the bedside
- Clinicians want to provide safe, quality patient care
- Want and need a timely response when requesting supplies, equipment, instruments, and pharmaceuticals
- Scanning at the bedside will affect time with patient

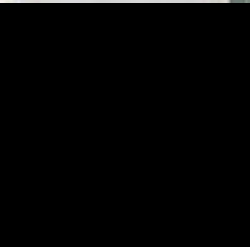


Healthcare Reform

- Reimbursement/revenues will decline
- Influx of newly insured
- Long term strategy = wellness
- Focus on quality
- Include homecare in continuum
- Device tax – who will pay
- Manufacturer may decide to discontinue or limit product line – are there alternatives?
- Put a hold on new technology?
- Healthcare Finance Reform not Healthcare Reform

Hindering Success

- Lack of trust between providers and manufacturers
- Too many variables affect evidence based outcomes
- Justifying cost of IT for supply chain
- Lack of attention regarding supply chain at C-Suite level



Standards Adoption

- Manufacturers should recognize that providers will use the information
- Providers recognize the potential of having a solid base (common vocabulary) in data collection and management
- Information maintenance and access needs to be efficient and “real time”
- Opportunity to create an infrastructure that will be mutually beneficial
- Need for accurate Product Attributes (latex, MRI compatibility, expiry dates)

FYI – Provider Concerns

- Scanners are a concern
- Each system utilizes different type of scanners across the supply chain
- Care givers may need to carry 4 scanners, one for each system
- Need for applications to capture scanning information from one scanner and parse out to appropriate information system – MMIS, pharmacy, clinical lab, etc.
- Camera based with key pad – does not exist today



Need from Manufacturer's

- Work with providers to streamline the supply chain process
- Recalls need to be processed in an efficient manner
- Manufacturer Back Orders
- Cross reference of products
- Efficient product or catalog number change notifications
- Be a partner in providing quality patient care at a price where both are able to stay in business



Thank you!



Questions???

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