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NEW MEMBERS

We are pleased to announce the following members who are new this year. Be sure to visit with them at the fall Forum.

- **3M** – Bruce Bald, Director Strategic Accounts; Jan Gibis, Business Director
- **Catholic Health Initiatives** – Joni Rittler, Vice President Supply Chain Data Analytics
- **Cleveland Clinic** – Bill Donato, Executive Director Supply Chain Management
- **Denver Health and Hospital Authority** – Phil Pettigrew, Director Materials Management
- **Department of Defense** – Lieutenant Colonel Theresa Tillock
- **Fletcher Allen Health Care** – Charlie Miceli, Vice President Supply Chain
- **Geisinger Health System** – Deborah Petretich Templeton, Vice President Supply Chain Services
- **North Shore Long Island Jewish Health System** – Donna Drummond, Vice President & Chief Procurement Officer
- **Parkland Health and Hospital Systems** – Monty Montgomery, Vice President Supply Chain
- **Pfizer** – Dale Ammon; Tim Best - Senior Directors/Team Leaders, Health Care Systems
- **Universal Health Services** – John Cunningham, Vice President Corporate Supply Chain Operations
- **Vanguard Health Systems** – Gregg Lambert, Director of Operations, Supply Chain Management

There are also several memberships currently in process including **Baxter**, **Beth Israel Deaconess Medical Center**, **Ohio State University Medical Center**, **Omniceil**, and **SciQuest**.

Click [HERE](#) for a full listing of SMI members.

SMI OUT and ABOUT

SMI was proud to have two sessions at the 47th Annual AHRMM conference held July 19-22 in Tampa. The first was **Supply vs. Labor Cost Calculations** presented by Tom Hughes, Executive Director, SMI; Gene Kirtser, Chief Operating Officer, Resource Optimization & Innovation (ROi) and Vance Moore, President, Resource Optimization & Innovation (ROi). ROi is the supply chain arm for Sisters of Mercy. The session outlined that while labor is currently the highest cost category for healthcare providers, supply costs continue to increase at rates that may challenge labor costs in the

future. This session presented a detailed case study about the development and application of a field-tested calculator tool designed to forecast an organization's future total supply costs versus future labor costs. The proper application of this tool can assist supply chain professionals today in gaining C-suite attention for increasing the strategic relevance of supply chain.



Gene Kirtser, Vance Moore, Tom Hughes



In another session entitled **Vendor Managed Inventory – When and How**, Dennis Orthman, Project Director, SMI; Sandra Erickson, Executive Director of Business Development and Integration, Iowa Health System; and Eric Nelson, Vice President, Integrated Provider Solutions, Cardinal Health pointed out that while vendor managed inventory (VMI) programs have gained acceptance as a lean distribution strategy in non-healthcare industries, including retail, many of today's healthcare supply chain professional lack a detailed understanding of such programs including their proper application, benefits and implementation. A team of SMI members have developed a program to assist in identifying VMI opportunities and collaboratively implementing VMI programs for the benefit of all supply chain stakeholders.

These tools and others are available on the SMI website (www.smisupplychain.com) under INDUSTRY TOOLS. Click [HERE](#) to access them now. Note that if you are logged in as a member you will not need to provide contact information to download the tools.

Also at AHRMM, the Bellwether League Inc. (BLI), the healthcare supply chain “hall of fame,” recognized its second group of noteworthy honorees – a dozen men and women who influenced the industry through their actions and insights, contributing a legacy of excellence that endures to this day. BLI's 10-member Board of Directors (which includes Tom Hughes of SMI and John Gaida of Texas Health Resources & member of the SMI Board of Directors) selected 12 men and women to induct into its hall of fame. The Honoree Class of 2009 includes George Ainsworth, Charles Auslander, Guy J. Clark, Gordon A. Friesen, Lillian R. Matiska, Brien Laing, William M. McKnight Jr., Sara I. Mobley, Paul B. Powell, Samuel G. Raudenbush, Warren Rhodes and James E. Stover. These 12 were chosen for their intellectual and operational contributions to healthcare through their achievements in hospitals, group purchasing organizations (GPOs), manufacturers and distributors, consulting firms, educational institutions and media properties. For information on each inductee, visit: www.bellwetherleague.org. (This information was first published in the July 21 HPN Daily Update.)

SMI has also been / will be represented on the following agendas:

- New Jersey Healthcare Materials Management Society (on the New Product Introduction Management Tool)
- 14th Annual Global GS1 Healthcare Conference (on Data Standards & Perfect Order)
- Pennsylvania Statewide Materials Management Conference (on Vendor Managed Inventory & Future Supply Costs Trending)
- GHX Supply Chain Summit (Advisory Group)

A LOOK AHEAD – the SMI fall Forum

The next SMI Forum will be held November 4-6 in Orlando. The agenda will feature a keynote session on Healthcare Reform, as well as a member panel focused on the affects of reform at the state and local level. The session will be moderated by Kristine Russell, President & Publisher of Healthcare Purchasing News (HPN). The agenda will also include Lynn Britton, CEO of Sisters of Mercy Health System, who will speak on managing cultural change. Facilitated deeper dive luncheon sessions will include:

- Collaboration / Integration with Clinical Departments
- Consolidating Operations: Shared Service Centers & Evolving Distribution Models
- Cost Savings Strategies / Tactics in a Troubled Economy
- Healthcare Policy & Reform: Linking in the Supply Chain
- Joint Value Creation: New Expectations for Strategic Partners
- Pandemic Preparedness

Watch for Forum details which will be distributed soon.

PROVIDER SURVEY ON PRODUCT RECALLS

The SMI initiative team working on Product Recalls has issued a survey to the industry through AHRMM, one of SMI's greatest collaborators. The survey is designed to foster greater understanding of approaches and challenges to managing product recalls. The survey requires only three to five minutes to complete. To participate in the survey follow this link ([Product Recall Survey](#)). Comments, recommendations, and best practice information on product recalls is welcome as well. Such input should be provided to Dennis Orthman at dorthman@smisupplychain.com.

SPRING 2009 FORUM – Motown Magic

Below are glimpses from SMI spring Forum held May 12-14 in Dallas. At the Forum, Carl Manley (Sentara Healthcare) who Chair's the SMI Board of Directors offered a gift of thanks to Jim Natale as he has retired from C.R. Bard. Jim was instrumental in the formation of SMI and served on the SMI Board of Directors from the inception of the organization in 2005. Jim then proceeded to emcee a music contest as our nation celebrates 50 years of Motown Magic.





*Jim Natale, Carl Manley
Jim Natale*

WHAT KEEPS ME UP at NIGHT?

As part of the 2009 spring Forum we asked attendees to list the top three supply chain issues that keep them up at night. Below are the most common responses.

- Standards/computer systems/data & information
- Clinical integration
- Reduced costs / savings / efficiencies
- Reform
- Capital funding
- Consolidating operations
- Economy