

What's New at SMI?

March 2011



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FORUM FOCUS

We have an exciting agenda for the spring SMI Forum being held May 10-12 in Dallas. If you've not already sent in your registration please do so soon. The breakout sessions are filling quickly and are assigned on a first-come-first-served basis. The hotel room block closes April 15 so be sure to make your hotel reservation before then (<http://www.omnihotels.com/FindAHotel/DallasMandalay/MeetingFacilities/SMIForum5.aspx>).



Emily Friedman

Our keynote speaker is Emily Friedman, an independent health policy analyst. Her session, **Change and Challenge: How New Laws, New Models, and New Circumstances Will Affect the Health Care Supply Chain** will cover two new laws - the economic stimulus package and the health care reform statute that were designed to change the face of American healthcare, and regardless of what happens to the actual laws themselves, the industry is transforming. Even beyond these sweeping pieces of legislation, changes are occurring in the infrastructure of the health care system that will affect everyone, from manufacturer to provider to patient. How can supply chain leaders prepare for these challenges, and ensure that the consequences of all this change are positive?

Attend and learn how Advocate Health Care is Taking on Reform; get a current update from the FDA; hear how SMI collaborators view The Impact of Reform on the Healthcare Supply Chain of the Future as it impacts their organizations; and delve deeply into hot industry topics with your colleagues (Understanding Total Cost of Ownership, Exploring Account Management Best Practices, Envisioning the Next Generation Supply Chain Executive, Disaster Preparedness – Is the Healthcare Supply Chain Ready for the Next Big Event, Trading Partner Interactions – Is Trust Improving, Purchased Services).



Jay Crowley, FDA

The Forum agenda also features the following Member Session Breakouts:

The Importance of Supply Chain in 2020 – Vance Moore, ROi

The discussion will explore the potential transformation that may be required to sustain. What does it mean for our future supply chain in a world that will include healthcare reform, ACOs, continued growing cost, more patient access, fewer qualified care givers, tax free status concerns for nonprofit providers, and consolidations? We will discuss the key success considerations as we go into an uncertain future - focusing on the downside risk of no action and the upside opportunities of leading boldly.

The Business of Pharmacy: Operational Efficiency, Patient Safety & Financial Performance – Jeffrey Bennish, McKesson
Total supply chain costs can represent nearly 50 percent of a hospital's budget, and the pressure to cut costs and streamline processes is intense. In this session we'll share with you some real life examples of how hospitals have identified opportunities and successfully taken advantage of improving their supply chain, helping them to improve their bottom lines in this challenging economy.

Optimizing the Last Mile of the Healthcare Supply Chain – Eric O'Daffer, Research Director, AMR Healthcare & Life Sciences Supply Chain, Gartner Research

Supply Chain complexity is increasing as IDNs expand service to more non-acute settings. In this session we will discuss the drivers of the expanding last mile of service, how leaders are addressing the challenge and what it means to all the participants in the value chain.

Strategic Sourcing – John Willi, Dana-Farber Cancer Center

What truly is strategic sourcing and how do you go about implementing it? In this session we will explore a step-by-step results-driven strategic sourcing model and a number of best-practices that your organization should consider implementing.

GOT GAME – the spring Forum will feature a sports theme. Don your favorite sports outfit and join in on the fun at “The Tailgate”, an SMI sports bar Wednesday evening, May 11.



Be sure to mark your calendars for the fall Forum which will be held **November 8 - 10 in Orlando.**

INITIATIVE TEAM UPDATES

The Comparative Effectiveness Research Initiative Team has begun exploring CER's impact on healthcare's supply chain. Team Leaders John Cunningham of Universal Health Systems and Dennis Black of BD have worked with SMI staff to incorporate a new approach toward SMI Initiative management by hiring two industry experts in CER to support the Team's work. The Team has just recently begun working with Natalia Wilson, MD, Co-Director of the Health Sector Supply Chain Research Consortium at Arizona State University; and Tom Skorup, Vice President of Applied Sciences for the ECRI Institute, one of only four Evidence-based Practice Centers approved to perform evidence based research by the Centers for Medicare and Medicaid. Natalia and Tom have been very supportive of the Team's initial efforts to ensure a broad-based understanding of Comparative Effectiveness with webinars and resource materials. One Team teleconference included an overview of an actual CER trial conducted; reviewing the research project's purpose, methodology, and outcomes. At the upcoming SMI Spring 2011 Forum, this Team expects to conduct a lively Forum breakout session as part of the Team transition from their learning phase to discussion of the potential impacts of CER on the healthcare supply chain industry and practices. New members are certainly welcome to join this team before or at the Forum. If interested contact Dennis Orthman at dorthman@smisupplychain.com.

The Accountable Care Organization Initiative Team is led by Team Leaders Deb Templeton of Geisinger Health and Robert Haralson, MD, Medical Director of DeRoyal Industries. As the concept of Accountable Care Organization continues its rapid evolution while awaiting greater regulatory clarity, this team has begun their work by seeking to understand and assess ACO potentials. Team Leaders have worked with SMI staff in securing the support of professionals with “hands-on” experience in ACO development, selecting FTI Healthcare and Mr. Gerry Meklaus, FTI's Senior Managing Director and ACO Practice Leader. Team monthly meetings have included a webinar on the information systems contribution to ACO development, plus teleconferences focused on understanding physician integration and the many shapes and forms that an ACO can take. Team members are also contributing information about their own experiences preparing for formation of an ACO. As the team continues their quest to proactively define and possibly shape ACO's potential impacts on the healthcare supply chain, they will also seek to identify the new challenges that emerging ACOs may present to the profession. At the SMI Spring 2011 Forum, this team will conduct an inter-active breakout session and will deliver an update on their progress to all SMI members during a general session. If you are interested in joining this team, contact Dennis Orthman at dorthman@smisupplychain.com.

Industry Uniqueness/Differences Initiative

This ongoing Team effort is led by Rosalind Parkinson of Ohio State University Medical Center and Keith Johnson of Coloplast. The Team has developed a structured interview process that explores ten specific industry topics with supply chain professionals from other industries. These interview transcripts form the basis for Team efforts to understand real differences between healthcare supply chain practices and other industries. Tremendous support has been received from fellow SMI members, who have generated a number of potential contacts for the Team to interview. To date, over a dozen interviews have been conducted with supply chain professionals from such industries as a world-wide soft-drink industry leader, men's fashion designer/manufacturer, automotive industry suppliers, household goods companies, and equipment manufacturers. This Team also continues to collaborate with the Center for Innovation in Healthcare Logistics from the University of Arkansas (an SMI collaborator), where a project comparing the healthcare supply chain to retail's supply chain is underway. At the SMI Spring 2011 Forum, this team will focus their breakout session on extracting common themes expressed during the many interviews.



NEW MEMBERS

We have added several new members in 2011 whom we will officially welcome at the upcoming Forum.

- **Dana-Farber Cancer Center** – John Willi, Director, Materials Management
- **HCA Healthcare ~ Nashville Supply Chain Services** – Jay Kirkpatrick, CEO
- **Ministry Health** – Thomas Nash, Corporate Vice President and Chief Supply Chain Officer
- **OhioHealth** – Ed Robinson, Senior Vice President, System Support Operations
- **Scott & White** – Philip Profeta, Vice President / Executive Director, Supply Chain Services
- **SSM Health Care** – Mike Rosenblatt, Corporate VP, Supply Chain Management
- **UPMC** – John Szilagy, Chief Supply Chain Officer & David Hargraves, Senior Director, Clinical Supply Chain

- **Boston Scientific Corporation** – Lawrence Strauss, Vice President, Supply Chain Engineering
- **Smith & Nephew** – Jerome Goodman, President, Health Care Systems & Randolph Williams, Vice President Corporate Sales

Some are returning members from prior positions within the SMI membership. We are honored to have them bring SMI to their new organizations. Others have come back into the organization after a hiatus. Welcome to all, and we'll see you in May! A complete list of [SMI members](#) is on our website.

BOARD BRIEFS

What shall we be when we grow up? by John Gaida, Chairman of the Board of SMI and Senior Vice President of Supply Chain Management at Texas Health Resources (johnгада@texashealth.org).



Strategic Marketplace Initiative (SMI) began with a forming committee meeting in November 2003. It was a definitive first step in creating an organization that today is a respected and recognized leader in the healthcare supply chain field. The vision was to create something different – a forum for supply chain professionals from both the provider community as well as the supplier community to come together as equals – working collaboratively to address a number of the many issues and problems in our healthcare field. We've come a long way!

Today we are a network of 52 Provider Partners and 46 Industry Partners. Our membership includes many of the most prestigious entities in healthcare. We've already tackled some daunting issues like contracting, perfect orders, relationship building, vendor access, new product introduction, and vendor managed inventories. We've created tools and generally improved each area we attempted to explore. Today we are playing a leadership role in data standards across the industry as well as beginning to make our presence known on Capitol Hill. We've challenged the status quo and will continue to lead the way in the supply chain field during the confusing times ahead with Healthcare Reform.

As I said, we've accomplished a lot in our brief existence as an organization. And it is thanks to the dynamic membership we represent for the accomplishments and forward thinking to date. But while all that is important to mention, we cannot for one moment rest on what we have done. There is still much more to do – many more hills to climb!

As Board Chair of SMI, I am committed to work with you to keep our organization at that forefront of the supply chain field and to make us even better tomorrow than we are today. Where we go and who we become will depend on our members – “What shall we be when we grow up?” While we will always be true to our mission, vision, and goals, the path we take will likely vary depending upon the issues around us. We intend to stay current and relevant to the marketplace – addressing those issues our members finds of value. So maybe we'll never ‘grow up’, but continue to mature in what we do and how we evolve – that’s just perfect to me!

SMI will be what you want it to be! We continually ask our members, what issues do you wish to see us address? What areas in the supply chain arena are of interest to you? Who do you want to hear from at our future Forums? It’s up to you – tell us and we’ll make it happen. I know I speak for the Board, Tom, Dennis, and Teri when I say we want to make SMI the organization you are most proud to be a member of. I personally am very proud of what we have achieved and again commit to you many future successes in whatever we pursue.

As I see it, the focus for 2011 is four things: 1) Healthcare Reform – what is it, how does it affect us, and what can we do about it, 2) Data Standards – what can we do to continue to lead the industry in making data standards a reality, 3) Continued Advocacy in Washington – we can play a key role in building awareness and coalitions among numerous healthcare supply chain organizations, providing leadership on issues that affect us, and 4) Continued Process Improvement Initiatives – our best work on teams exists between Forums where individual initiatives can be addressed.

So, we’ll keep asking, even though the question is so repetitive – What do you want us to work on? Who do you want to hear from? What shall we be when we grow up?

DRIVING DATA STANDARDS

GLN Implementation Workshop



To increase industry adoption of Global Location Numbers (GLNs) SMI has been busy working with collaborators AHRMM and GS1 Healthcare US to co-sponsor a free GLN Implementation Workshop, a hands-on session on Global Location Number (GLN) implementation. The program was held March 21 at the Westin Dallas Fort Worth Airport, Dallas, TX.

Designed specifically for data managers, EDI professionals, and other healthcare supply chain professionals with front-line responsibility for implementing the GLN in their organization, the GLN Implementation Workshop was an extension of a similar workshop organized by SMI for its members in the fall of 2010. This sold-out workshop featured a live tutorial on the GLN Registry for Healthcare[®], plus implementation instruction for provider, supplier, GPO, and IT company professionals with experience successfully implementing the 13 digit GLN system for location identification. Due to increased demand, the number of workshop seats was expanded beyond the original limit.

This ground-breaking collaboration between the three organizations brings together their collective power and support of supply data standards adoption in healthcare. “While many organizations in healthcare, especially SMI members, have been making great progress in adopting the GLN, there are still other organizations seeking direction on where to start and how to implement.” said Tom Hughes.

The workshop was well attended and received excellent evaluation rankings overall, as well as for the various sessions that comprised the agenda.

Left to right – Workshop sponsors: GS1 Healthcare US, Annette Pomponio; AHRMM, Sarah Oaks; SMI, Dennis Orthman – Forum speakers Alex Zimmerman (Sisters of Mercy/ROI) and Becky Walkinshaw (Ohio State University Medical Center) on GLN enumeration – Dennis Orthman, SMI, workshop facilitator



Click on any of the logos above for more information on that particular organization.

ROi and BD collaborate with multiple SMI members to implement GS1 data standards to achieve “Perfect Order”

First documented end-to-end use of GLNs and GTINs helps to reduce supply chain cost.

Just before this SMI Newsletter’s publication, it was announced via press release that Resource Optimization and Innovation (ROi), a division of Mercy Health System, and global manufacturer BD have successfully worked with other SMI members to complete an end-to-end implementation of GS1’s data standards, using Global Location Numbers (GLNs) and Global Trade Item Numbers (GTINs) from the factory floor to the patient. This represents the first documented end-to-end usage of GLNs and GTINs in the medical device supply chain.

The overall goal of this extensive collaboration among SMI members was to accomplish Perfect Order. Perfect Order, a standard prevalent in many industries, including retail, has been defined and promoted by SMI for the healthcare supply chain as a means to reduce waste and errors.

“This initiative exemplifies the true collaboration that is essential to remove waste and unnecessary cost from the healthcare supply chain,” said Steve Gundersen, Vice President, Corporate National Accounts, BD, who also served as a Team Co-Leader on the SMI Perfect Order Initiative. Vance Moore, President and CEO of ROi said “While the pursuit of perfect order in healthcare has occurred over a number of years, significant human labor has been needed to achieve it and this is not sustainable. True perfect order comes from full automation and that’s the standard we use for Mercy.”

Enabling Perfect Order and the implementing GS1 data standards required extensive collaboration by many organizations, including SMI members GHX, Lawson, Omnicell, and TECSYS. “This initiative to achieve the perfect order is indicative of the kind of collaboration between suppliers, providers, and technology partners that can deliver real savings and true supply chain transformation in healthcare,” says Bruce Johnson, CEO, GHX.

SMI hopes to highlight this groundbreaking accomplishment at future SMI Forums and in future member communications.

COLLABORATORS’ CORNER

SMI continues to develop formal and informal collaborative relationships with healthcare supply chain organizations interested in helping our industry advance, grow, and improve.

Center for Innovation in Healthcare Logistics (CIHL)

The Center for Innovation in Healthcare Logistics (CIHL) is a partnership between the University of Arkansas, Wal-Mart Stores, Inc., AHRMM, the VHA hospital alliance, and other industrial partners focusing on improving healthcare supply chain and logistics systems with the use of information technology. CIHL is conducting research on a number of fronts, including data standards implementation, retail supply chain practices, and the state of healthcare logistics. SMI members were recently supplied with an electronic copy of the CIHL report summarizing the results from a CIHL sponsored data standards pilot study at Washington Regional Medical Center, focused on medical-surgical product implementation. SMI continues to work with CIHL through the Industry Uniqueness/Differences Initiative while also exploring the potential to assist CIHL in the development of tools to help define the benefit of data standards adoption. As true collaborators in support of the advancement of the healthcare supply chain industry, SMI and CIHL will continue cooperation and sharing knowledge at the SMI Spring 2011 Forum, where CIHL Director Ron Rardin will participate in a panel discussion. For more information on CIHL visit their website at <http://cihl.uark.edu>.



SMI TOOLBOX

What SMI tools can you adopt to improve operational efficiencies in your organization?

INDUSTRY TOOLS

SMI initiative teams have developed different tools and solutions designed to improve operational efficiencies within the healthcare supply chain. Take a look to see what you might be able to utilize within your own organization. Further details, including tool downloads, are available on the SMI website.

810 Transaction - With the wide-spread availability of reliable electronic technologies, paper-based invoice processes have become costly, inefficient, and avoidable practices for healthcare trading partners. The purpose of the 810 Transaction Tools is to provide both a method to estimate the potential impact of increasing the utilization of the 810 electronic invoice transaction set and adoption roadmaps to support implementation.

[Contract Synchronization](#) - Contract synchronization between trading partners remains an elusive goal of healthcare supply chain professionals. Our industry continues in its quest to have the information systems of all trading partners load and keep synchronized the same the same data at the same time. This SMI industry briefing explores current data synchronization processes, seeking to identify inefficiencies and solutions that all parties can enact and implement.

[Link Between Supply Chain and Revenue](#) - Healthcare supply chain professionals traditionally have not considered themselves as part of the revenue cycle, more easily associating instead with the cost side of the ledger. This presentation file serves as a valuable tool to help providers identify the “links” that product acquisition processes and overall supply chain management has with revenue. Using this presentation, today’s healthcare supply chain professionals can identify gaps in their own practices and better understand where and how they can optimize revenue, enhancing supply chain’s overall value to their organization.

[Measuring Effective Relationships](#) - Developed by SMI members to support collaborative relationship management and improvements between healthcare trading partners, MER is designed to help a trading relationship focus on performance rather than the traditional “pricing only” viewpoint. The SMI MER Tool is designed to be used collaboratively by both trading partners to help take their relationship to new levels. If desired, contact Dennis Orthman to arrange for a webinar that can introduce you to this innovative tool designed by SMI members (dorthman@smisupplychain.com).

[New Product Introduction Management](#) - The New Product Introduction Management Tool (NPIM) is a product request pipeline management software tool designed to serve the unique needs of handling the variety of organizational processes associated with the request, review, analysis, and decision making surrounding new products and devices. The NPIM tool helps staff manage product requests under review, records the history of the decision process for auditing purposes, and integrates with an organization’s email system automatically sending email notifications to user-selected stakeholders to foster communication and awareness about the product review channel and where the request is in the process.

[Perfect Order](#) - A Perfect Order is defined by SMI as a purchase order processed electronically (from order to payment) without human intervention, which is delivered to the correct location, on time, undamaged, at the correct price, in the desired quantity, on the first attempt. SMI has been pioneering the development of Perfect Order methodologies in the healthcare supply chain marketplace. Through the lessons learned in the implementation of three separate pilot programs, the concept of Perfect Order has moved toward becoming an everyday reality. A roadmap document has been developed as a tool to assist healthcare supply chain professionals in applying the concept of Perfect Order in their organizations.

[Supply and Labor Cost Calculator](#) - The Supply and Labor Cost Calculator Tool is a Microsoft Excel® program developed collaboratively by Resource Optimization and Innovation (ROI) and SMI to support supply chain professionals in developing forecasts of future labor and supply costs. The Calculator allows a comparison of a user’s forecasted labor and supply costs. During the field testing of this Calculator, SMI’s professional supply chain members discovered enhanced value when their provider-based colleagues were actively engaged in the forecasting process.

[Value Alignment](#) - SMI’s Value Alignment Initiative Team identified the need to improve strategic dialog between trading partners so that we can collaborate as much in healthcare as they do in other industries. To promote value among trading partners, the team has created three tools to assist the industry: [Creating Strategic Partnerships](#), [Business Review Guidelines](#), and Trading Partner Value Profiles (for [Providers](#) and [Suppliers](#)).




[Vendor Access Guidelines](#) - This management guideline document was collaboratively developed to assist healthcare supply chain leaders with optional management practices for addressing vendor access issues in healthcare organizations. This guideline is designed to support, not replace, an organization’s written policies.

[Vendor Managed Inventory](#) - The Vendor Managed Inventory Toolkit, a Microsoft Access based tool, is designed to be used by trading partners to explore the possibilities that a vendor managed inventory program offers. The VMI Toolkit is a decision and adoption support tool that takes trading partners through multiple thought-provoking steps when they are considering a VMI program. This VMI Toolkit is not intended nor should be considered a definitive analytic model, but rather it is intended to be a useful adjunct when two healthcare trading partners are exploring the application of VMI as part of their supply chain program.



STAFF SOUNDS OFF

What experience do you bring to SMI? [Full Staff Biographies](#)

 <p>Tom Hughes</p>	 <p>Dennis Orthman</p>	 <p>Teri Gallagher</p>
<p>I have worked in the healthcare field all of my life from stocking supply carts to various executive positions in the hospitals. As owner of a consulting firm for 20 years, I had the opportunity to work with many IDNs around the country. Additionally over 30% of my business was with manufacturers and distributors. This gave me the perspective that supply issues are better solved when trading partners, in collaboration, solved problems. So one of my many roles is to promote collaboration and trust, and to create tools and solutions for not just our members, but the profession of healthcare supply chain management.</p>	<p>My professional experiences before SMI were all in the healthcare supply chain. I am fond of letting people know that I started my career working in the basement of the municipal hospital, much like other provider-based supply chain professionals. My experiences since those days – many years ago – have been in supply chain leadership positions for both provider and consulting organizations. Among the many lessons that I have learned are that supply chain professionals work hard every day trying to earn the respect of other healthcare professionals, that creating true, lasting change is very difficult, and that both suppliers and providers have much to learn from each other.</p>	<p>I bring experience from the group purchasing and consulting sides of the industry. Throughout my career I have managed several operating departments ultimately responsible for strategic planning, finance, marketing, communications, recruitment, member services, contract administration, systems development, office management, human resources, IT, and meetings/events coordination & facilitation. I have also been responsible for oversight of committee involvement & activities, development of a continuing education program, and coordination of conferences for up to 1500 attendees with multiple tracks. All of this has benefited my role with SMI.</p>

POSITION POSTINGS – a free member service

Organization: Sisters of Mercy Health System (Mercy), Resource Optimization and Innovation (ROi)

Location: St. Louis, Missouri (Chesterfield)

Position Title: Pharmacy – Utilization Director

Job Description: This position will develop clinical and business relationships that move away from traditional methodologies and sets new standard for collaboration and consolidation of focus to quality and cost management of Mercy's Pharmacy products and practices. Responsibilities include:

- Work collaboratively with the key individuals so that clinical acceptance is maximized and optimal reductions are achieved in Resource Optimization's member institution's cost structure.
- Develop and optimize business practices with other Integrated Sourcing Solutions team members to best utilize available resources and establish best of practice in contracting and cost management for Mercy/ROi service line team categories of pharmacy.
- Collaborate and optimize relationship with facility materials management leadership across Mercy to influence and optimize resources in supporting mission with goal of setting best of practice standards and optimizing quality and cost management goals.

Salary Range: \$110 - \$120k

Contact: John Kleiss at john.kleiss@roiscs.com, 314-364-6567

Organization: Ministry Health Care

Location: Wisconsin (Stevens Point, Wausau, Appleton, or Milwaukee office)

Position Title: Sourcing Manager, Purchased Services

Reports to (name, title): Category Director, Purchased Services

Brief Job Description: The primary duty of this role is to 'propose and facilitate' the development and implementation of 'stakeholder-centric' sourcing strategies that deliver both risk mitigation and financial improvement to better serve the patient. Additional responsibilities include:

- Establish system level sourcing / procurement strategies for assigned spend; collaborate to ensure incorporation and business unit participation – and cross-functional teams that drive a 'stakeholder-centric' approach and lead one or more company-wide Sourcing Councils.
- Deliver agreed target regarding risk mitigation and financial improvement.
- Ensure Sourcing Strategies better serve the patient and lower cost (the 'and' model).
- Oversee all activities related to the management of assigned spend, from intent to purchase through delivery and disposition of material / service ... total life-cycle view.
- Recruit, maintain and manage world-class suppliers with focus on total cost improvements while maintaining the highest code of ethics and conduct.
- Develop, manage and implement RFX process to ensure the '5 rights of Supply Chain'...the right quality, right quantity, right delivery, right price and right time.
- Analyze market and delivery conditions to determine present and future (industry trends in pricing and availability that will impact the business) material availability, and prepare market analysis reports.
- Monitor adherence to agreed upon policies and procedures.
- Drive innovation and a focus on continuous improvement within the supply chain organization.
- Responsible for timely reporting to agreed upon KPI's and presenting Strategic Sourcing plans, activities, and outcomes.

Salary Range: 70-100k

Contact: Must apply online: www.ministryhealth.org →Careers

Organization: Sanford Health

Location: Fargo, ND

Position Title: Director, Clinical Value Analysis

Reports to (name, title): Executive Director, Contracting. Marlys Harnisch

Brief Job Description: Responsible for the management and over site of Clinical Value Analysis and New Technology Assessment for Sanford Health including 30 hospitals and 150 clinics.

Salary Range: TBD based on experience

Contact: Marlys Harnisch, harniscm@sanfordhealth.org

Organization: Catholic Health Initiatives

Location: Denver, CO

Position Title: Director, Supply Chain Technology

Reports to (name, title): VP, Supply Chain Data Analytics

Brief Job Description: The Director, Supply Chain Technology is responsible for daily operations in the CHI Connect system. This position will provide direction and a point of escalation for staff on day to day operation concerns regarding Supply Chain and CHI Connect. The staff reporting to the Director is responsible for day to day operational concerns both Nationally and Locally as it relates to CHI Connect. The Director will be responsible for escalating issues that impact the business process of CHI Connect to the Supply Chain Technology Vice President. This position will be responsible for cultivating a relationship with other departments that Supply Chain supports. The Director will play an important role in providing feedback regarding business processes and suggestions for enhancement for CHI Connect.

Contact: valeriehayes@catholichealth.net

Organization: Children's Hospital of Philadelphia

Location: Philadelphia, PA

Position Title: Manager, Value Analysis

Reports to (name, title): Director, Procurement and Contracting

Brief Job Description: Responsible for developing and implementing the Value Analysis vision, annual goals and leadership of the program. Develops and implements strategies for reducing supply expenses via product and practice standardization while improving quality and safety standards. Provides management oversight for value analysis process (research, request, evaluation and implementation of initiatives). Co-leads Value Analysis Committees with physicians/clinicians. Represents Supply Chain to clinical departments on committees and workgroups. Provides management oversight for product recall and defective product process to benchmarking and collaboration.

Salary Range: Commensurate with experience

Contact: www.chop.edu/careers and reference 10-22333 STRATEGIC SOURCING MANAGER or email your resume to stewart1@email.chop.edu

Organization: W. L. Gore & Associates, Inc.

Location: Phoenix, AZ

Position Title: GPO Contract Administrator and Analyst

Reports to (name, title): Gene Tierney, Sales Operations, North America

Brief Job Description: Work closely with the National Account team to prepare and help implement GPO agreements. Monitor and track all agreements and prepare utilization reports, administrative fee reports and other additional requirements of the GPO. Responsible for all sales tracking for GPO agreements. Review and analyze all contract performance.

Salary Range: Negotiable

Contact: Gene Tierney email: gtierney@wlgore.com mobile: 847-274-9880

Organization: OSF HealthCare System

Location: Peoria, IL

Position Title: Contract Administrator

Reports to (name, title): Dan Noeth, Director Sourcing and Contract Administration

Brief Job Description: Responsible for developing and executing sourcing and contracting, strategies, utilization strategies, and performance improvement strategies for assigned clinical or non-clinical product or service categories. Develops, negotiates, and administers selected contracts for clinical products, services, and distribution of supplies and equipment, focusing on product quality, patient safety, increasing contract utilization, standardization, efficient utilization, and cost reduction. This entails researching and identifying products and equipment, soliciting and evaluating proposals, negotiating contracts and renewals, maintaining competitive information. Maintains and updates contract information within the assigned area of responsibility. Responsible for activities and strategies within assigned categories, including developing new ideas and alternative methods of acquisition, contracting, distribution, and other supply chain activities.

Contact: Dan Noeth, Director Sourcing and Contract Administration, 309-683-9423, dan.a.noeth@osfhealthcare.org

Organization: Seneca Medical, Inc.

Location: Midwest

Position Title: Director, Acute Care Sales & Corporate Accounts

Reports to (name, title): VP, Sales & Marketing

Brief Job Description: A growing privately held Medical–Surgical Supply Distributor headquartered in the Midwest is seeking a highly dynamic individual to be their Director of Acute Care Sales & Corporate Accounts. The Successful candidate must possess excellent communication skills (written and verbal), have a significant understanding of Inventory and The Healthcare Supply Chain, and minimum of 10 to 15 years of leadership experience within a Medical Device/Goods manufacturer or healthcare distribution company.

Salary Range: Competitive salary; generous benefit package

Contact: Gary Chorba, gchorba@actionmgmt.com or call 216-642-8777 Ext 215.

Organization: Scott & White Healthcare

Location: Temple, TX

Position Title: Senior Director, Procurement Services

Reports to (name, title): Vice President – Supply Chain Services

Brief Job Description: Insure that at all times, all actions of the Procurement Services will adhere and conform in all respects to ethical and business appropriate activities as well as compliance to the highest standards of business and professional conduct. Responsible for all purchasing and contracting operations for Scott & White including the issuance of purchase orders, the review and signing of contracts and all negotiations related to acquisitions for any and all goods and services that are assigned to Scott & White Supply Chain Services. Direct all procurement staff to insure the rapid, accurate, and cost effective completion of all tasks associated with the issuance of purchase orders and/or contracts for all goods and services. Masters degree in business is preferred. However a Bachelor's degree, preferably in Business Administration, and 10 years relevant administrative and supervisory experience; or an equivalent combination of education and experience is acceptable. Strong managerial and communication skills required.

Salary Range: \$120 - \$135k, includes executive package, relocation, 401k matching

Contact: Philip Profeta, Vice President / Executive Director, Supply Chain Services, 254-215-9476,

pprofeta@swmail.sw.org

Position Title: Director, Capital Resource Management

Reports to (name, title): Vice President – Supply Chain Services

Brief Job Description: Member of Supply Chain Services Senior Management Team responsible for development of key business plan objectives and overall implementation strategy within the assigned product categories. Assist in developing action plans, timelines and communication as appropriate. Business planning responsibilities will include human resource management, procedures, policy, process improvement, budget and relationships. Provide supervision, leadership and training for the purchasing activities of an assigned group of Purchasing Managers and support staff. Responsible for negotiation, analysis, purchase and supplier performance within assigned commodities which may include equipment, supplies or services required by the organization community. Provide budget impact analysis to all affected user department managers and senior managers. Develop a strong collaborative relationship with all users by effectively communicating status of all ongoing negotiations and building concurrence with anticipated final outcomes. Bachelor's degree, preferably in Business Administration, and 3-4 years relevant administrative and supervisory experience; or an equivalent combination of education and experience. C.P.M. a plus. Strong managerial and communication skills required.

Salary Range: \$85 - \$100k

Contact: Philip Profeta, Vice President / Executive Director, Supply Chain Services, 254-215-9476,

pprofeta@swmail.sw.org

Organization: Advocate Health Care

Location: Oak Brook Support Center

Position Title: Director Clinical Resource Management

Job Description: Primary responsibility for leading the clinical and economic product review (value analysis) discipline throughout Advocate. Establishes and manages the value analysis model for on-going, proactive identification, prioritization and review of clinical products. Directly responsible for the leadership and performance of clinical specialists in executing the value analysis discipline and manipulating the practice environment to enhance value for the total episode of patient care. Collaborates closely on addressing evidence based care practices with medical staff, its leadership and appropriate hospital department personnel. Accountabilities: 1. Investigates, leads and directs changes in use of clinical products and practices utilizing the clinical product value analysis discipline to optimize value through appropriate utilization and savings while preserving or enhancing quality. 2. Through the established system and site structures, this position manages the key processes associated with the evaluation of new clinical products at Advocate Health Care. 3. Oversees Advocate's product recall process ensuring safety and use of all clinical products, equipment and technology. Adhere to all behavioral and procedural patient safety practices. Promote culture of safety through identifying threats to patient safety and intervening to prevent patient harm. Communicate openly and promote team work.

Position Type: Full Time-Permanent/Day Shift

E-mail resumes to OBSC-MgtSelect@advocatehealth.com - include Requisition in your subject line 25006-38786.

Position Title: Director of Logistics & Operations

Job Description: Primary responsibility for maintaining, developing, and implementing standardized supply chain logistical processes to assure the “best value” supply chain across all sites of care. Sets forth formal performance enhancement action plan including annual targets for system performance improvement for supply chain logistics and operations. Responsible for optimizing operations logistics for all stock and non-stock medical supplies utilizing project management and lean management capabilities. Commissions project teams to address enterprise wide supply chain improvement initiatives. Ensure that supply chain improvement is measured in a clear and transparent manner and hold the logistics team accountable for delivering against established targets. Develop and implement an efficient and effective process to communicate all logistics initiatives to all Advocate sites. Assist in the development, implementation and periodic updating of supply chain logistic policies and procedures. Explores and leverages technologies and best practices to deliver savings and efficiency solutions. Also responsible for establishing strategy, tactical plan and achieving all key performance metrics surrounding supply chain logistics and operations among all Advocate sites, both acute and non-acute. Serve as the Subject-Matter-Expert for System and Site Logistic Operations.

Position Type: Full Time-Permanent/Day Shift

E-mail resumes to OBSC-MgtSelect@advocatehealth.com - include Requisition in your subject line 25006-40185.

Position Title: Director of Performance and Technology Development

Job Description: Directly accountable and comprehensively responsible for the ongoing strategic development of Advocate’s supply chain technology plan addressing enablement in key areas of development: Sourcing; Analytics; Procure to Pay; Inventory Management; Asset Management; Global Standards (GS1); Value Analysis. Provides leadership and direction to the Supply Chain Information System Team, provides management and supervision during the investigation, development, configuration and installation of the various modules of Advocate’s supply chain technology plan. Optimizes current technology and leverages IT capability with existing systems to create a Supply Chain Management architecture of hardware and software compatibility with the result of creating an environment where clinical data, ERP data, and supplier data are married in a meaningful way to provide value analysis decision support, best outcomes, accountability, and cost savings. Key responsibility for identifying and developing all supply chain performance databases for measurement including production of key dashboards for various audiences throughout Advocate. Accountabilities: 1. Plans projects, directs staff and consultants, and coordinates all resources and efforts at the highest level of performance to assist in the technology enablement and transformation of Supply Chain Management. The foremost goal is to follow a strategic plan that will leverage clinical and purchasing data as well as technology to realize cost savings based on best practices, best outcomes, and best possible decision support. 2. Supply Chain performance monitoring and metrics: Responsible for the development and maintenance of all Supply Chain metrics and financial statistics used to evaluate performance, cost savings and overall effectiveness of supply chain across. 3. Primary approver and coordinator for all Supply Chain Technology Projects from the standpoint of resources, strategic fit within the organization, timeframe, methodology, monitoring, and ROI. 4. Technology Management: Ultimately responsible for the database integrity as well as the smooth operation of the procurement system throughout the organization. Evaluates and recommends appropriate and effective technology to advance Supply Chain management and performance.

Position Type: Full Time-Permanent/Day Shift

E-mail resumes to OBSC-MgtSelect@advocatehealth.com - include Requisition in your subject line 25006-38974.

Position Title: Manager of Supply chain

Job Description: Overall leadership responsibility for the management control of all supply chain costs related to labor, distribution, and use of supplies, equipment and technology. Leads multidisciplinary teams in identifying, planning and achieving cost reductions across the hospital, and manages a cost efficient supply chain at the site. Identifies opportunities to reduce waste, lower costs and improve ordering patterns to optimize inventory investments in all storage areas. Works closely with supply chain logistical specialists, supply chain clinical resource management, and hospital finance to discover and quickly address areas of supply chain opportunities to reduce costs primarily through the development of standardization and utilization strategies. Participates closely with physicians, leadership from clinical and finance departments including value analysis councils to address variation and use of clinical supplies, equipment and technology through established initiatives and project teams. Examines available supply chain benchmarking reports and key performance indicators to identify areas of improvement. Engages performance enhancement staff and related resources to determine improvement approaches that lead to appropriate tactics and approaches for addressing less than optimal performance. Maintains and reports on various measures of supply chain effectiveness and efficiency.

Position Type: Full Time-Permanent/Day Shift

E-mail resumes to OBSC-MgtSelect@advocatehealth.com - include Requisition in your subject line 25006-40190.