

# What's New at SMI?

September 2011



## *In This Issue...*

- p. 1 [FORUM FOCUS](#) – Register Today for the Fall SMI Forum
- p. 3 [INITIATIVE TEAM UPDATES](#) – Member Team Progress
- p. 4 [DRIVING DATA STANDARDS](#)
  - GLN Implementation Workshops
  - Beyond Perfect Order
  - GS1 Standards Gain Traction
- p. 6 [HEALTHCARE SUPPLY CHAIN HALL OF FAME](#) – Bellwether League, Inc.
- p. 6 [COLLABORATORS CORNER](#) - 2011 Annual AHRMM Conference
- p. 7 [MEMBER TO MEMBER](#) - Benefits from Clinical Integration, Advocate Health Care
- p. 8 [STAFF SOUNDS OFF](#) – Reflections on the 10 year anniversary of 9-11
- p. 8 [POSITION POSTINGS](#) – A free member service

## FORUM FOCUS

**If you have not yet registered for the Forum be sure to do so soon (one registration form per attendee). This is a not to be missed event!** For further information contact Teri Gallagher at [tgallagher@smisupplychain.com](mailto:tgallagher@smisupplychain.com) or visit the [SMI website](#) under YOUR SMI – [Forums](#). Attendees are to make their own hotel reservations. **Note that the room block closes October 14.**

We are VERY excited about the agenda for this Forum. We have great, dynamic sessions including:

opening keynote **Wednesday**    **Where is Healthcare Going?** - *Tim Randall, The Advisory Board Company*

closing keynotes **Thursday**    **Changes in Healthcare Supply Chain & GPOs: a Look to the Future** – *John Strong*

**Disaster Preparedness in Action: The Joplin Story** – *Gene Kirtser, President & JoAnne Levy, Vice President of Operations, Sisters of Mercy - ROi; and Dottie Bringle, COO, St. John's Mercy Hospital*

In addition to the keynote sessions listed above, general sessions will include a presentation entitled **Healthcare Supply Chain Transformation through Physician Integration** featuring **Bill Donato, Executive Director Supply Chain; Sean Lyden, MD; and Carol Harding, Senior Director Operations Support** – Cleveland Clinic.

The agenda also includes a first-time interactive polling session where all attendees will anonymously provide responses to evocative survey questions designed to establish trends that can be measured over time.

And we've expanded the networking and interactive discussion opportunities.

## FORUM FOCUS (continued)



**Where Is Health Care Going?** – Tim Randall, The Advisory Board Company  
*New Payment Models, New Performance Standards, and the Changing Competitive Landscape*  
This presentation will examine the impact of health care reform's passage on hospital demand, revenue, profitability, and forward product strategy. Analysis will identify the key strategic choices facing hospitals and health systems as policy makers experiment with "bending the cost curve" through programs that shift degrees of performance risk and utilization risk onto providers.

## **Changes in Healthcare Supply Chain and GPOs: a Look to the Future** – John Strong

Group purchasing has continued to grow and be an important element of the healthcare supply chain for more than half a century. It has gone through waves of consolidation, different scenarios to drive compliance and commitment, "custom contracting", and a bigger is always better mentality. With enormous change sweeping the health care industry and new disruptive forces brought about by social media and the Internet, what's next for GPOs, suppliers and the healthcare supply chain? Will further industry consolidation be a boon—or a bust for GPOs, and how will suppliers react to the new realities of Accountable Care Organizations and the trend toward value analysis that is growing in many health systems? This presentation will examine these and other important issues coming in the next five years.



## **Disaster Preparedness in Action: The Joplin Story**

*Gene Kirtser, President & JoAnne Levy, Vice President of Integrated Sourcing Solutions, Sisters of Mercy ~ ROI; and Dottie Bringle, COO & CNO, St. John's Mercy Hospital, Joplin*



Images of Joplin Hospital after the Tornado

### **Deeper dive discussion topics will include:**

- Expansion into Alternate Care Markets
- Trading Partners Collaborating to Reduce SG&A
- The Future of Distribution: Self Distribution Pros & Cons
- Account Executives of the Future
- What Supply Chain Issues Keep Me Up at Night?
- Lessons from Outside Industries
- Capital Budget Management in Our Troubled Economy
- Trading Partner Challenges of Implementing Data Standards
- Buyers and Sellers Perspectives on Supply Chain Analytics

### **Breakout options include:**

- Hierarchy of Metrics – Eric O'Daffer, AMR Gartner Research
- Advanced Strategic Sourcing – Harry Kirschner, The Advisory Board Company
- Rising to the Challenge: Innovations in Removing Costs from the System – panelists to include Donna Drummond, North Shore Long Island Jewish Health System & Laurel Junk, Kaiser Permanente
- Mergers & Acquisitions: A Supply Chain Playbook - Carl Manley, Sentara Healthcare
- Managing an Effective Hospital-based Retail Pharmacy Department – Steve Huckabaa, Kettering Health Network
- FDA Update – Jay Crowley, FDA
- The Perfect Department - Phil Pettigrew & Stewart Layhe, Denver Health

See you there!

## INITIATIVE TEAM UPDATES

### Industry Uniqueness/Differences Initiative Heads to the Finish Line

The Industry Uniqueness/Differences Initiative, led by Rosalind Parkinson of Ohio State University Medical Center and Keith Johnson of Coloplast, presented the work of the team to an overflow crowd at the 2011 AHRMM Annual Conference in August. The Team's work consists of findings extracted from over a dozen interviews conducted with supply chain professionals from other industries, including a world-wide soft-drink industry leader, men's fashion designer/manufacturer, automotive industry suppliers, household goods companies, and equipment manufacturers. The Team focused each standardized interview on ten key components of the supply chain:



*Dennis Orthman, Rosalind Parkinson and Keith Johnson at AHRMM 2011*

1. Data Standards
2. Product Selection Methods and Responsibilities
3. Collaboration
4. Distribution Strategy
5. Performance Penalties
6. Technology
7. Metrics
8. Regulatory Environment
9. Supplier Relationships and Supplier Management
10. Inventory, Visibility, and Demand Management

Similarities and differences with the supply chain programs of other industries were examined, and five of the ten components were determined to be very different than healthcare – collaboration; distribution strategy; performance penalties; technology; and inventory, visibility, and demand management. To assist SMI in launching a laser-focused new initiative on differences, AHRMM conference attendees ranked the five areas of difference and selected technology as the one area of difference worth exploring in greater detail to determine “how” and “why” technology in healthcare’s supply chain is different than in other industries. As the Initiative Team concludes its work through publication of their findings, plans are already being made for a new initiative to be launched in November to examine the root causes for differences in the use of technology in healthcare.

### Data Standards Value Model Initiative

SMI members launched the Data Standards Value Model Initiative at the spring 2011 SMI Forum. This initiative is part of SMI’s collaborative relationship with the Center for Innovation in Healthcare Logistics (CIHL) at the University of Arkansas. The CIHL Team is completing their work on a decision support software tool designed to assist a provider with forecasting the expected operational impact from implanting the GS1 data standards. This Microsoft Excel<sup>®</sup>-based tool is titled LRIM – Levels, Readiness, and Impacts Model.

Four SMI Provider Members have been actively participating in this Initiative:

- Beth Israel Deaconess Medical Center
- Denver Health and Hospitals
- FMOL Health System
- USC Health Sciences

Over the last five months, representatives from CIHL have conducted site visits with each of the four SMI Provider members. These site visits have focused on understanding each organization’s supply chain program, training provider staff on using the LRIM Tool, collecting and inputting data into the LRIM software, and soliciting feedback. With input from the four SMI members, CIHL staff is making the necessary adjustments to its LRIM Tool, continuing to refine and test. The final LRIM Tool is anticipated by the SMI Fall 2011 Forum and will be offered as a free download from the CIHL website.

### Integrated Care Models/ACO Initiative Says “Be Prepared”

The Integrated Care Model/ACO Initiative Team continues their efforts to stay up-to-date with the utilized their breakout session at the SMI Spring 2011 Forum to continue their all-out efforts to keep up with the developments in the ever changing care model space. Led by Team Leaders Deb Templeton of Geisinger Health and Dr. Robert Haralson, Medical Director of DeRoyal Industries, the Team has been working on an SMI Executive Briefing to help industry professionals prepare for the new era of healthcare. The Initiative Team continues working with subject matter experts from FTI Consulting to remain current on the latest news from CMS and other regulators.

Final government guidelines specific to accountable care organizations are expected to be issued before the end of this year. However, rather than wait for that “smoke to clear”, the SMI Team has determined that now is the time for supply chain professionals to prepare for new models of care. It is expected that the new care models that emerge are likely to center on improved, lower cost management of a population’s health through increased reliance on data and greater coordination of physicians across the continuum of care.

The Team is working to create an SMI Executive Briefing as the first part of two communications to the industry. The second briefing will be issued in the coming months as more information on the new care models becomes clearer.

A list of various ACO informational resources has been posted on the [SMI website](#) under the [Healthcare Reform - ACOs](#) section so that all SMI members can easily access the information.

## INITIATIVE TEAM UPDATES (continued)

### Comparative Effectiveness Research Initiative Sharpens Focus

The Comparative Effectiveness Research Initiative Team has continued to meet monthly since the SMI Spring Forum, staying focused on preparing an SMI Executive Briefing to help industry professionals understand the potential impacts of CER on our industry. Team Leaders Ted Donnelly of Universal Health Services and Dennis Black of BD have facilitated lively monthly calls where Team members discuss, debate, and volunteer to write specific sections of the briefing. CER is commonly defined as “a rigorous evaluation of the impact of different treatment options that are available for treating a given medical condition for a particular set of patients”. The Initiative Team expects CER to impact traditional supply management approaches in a number of ways, including:

- Increasing the need for new and enhanced staff skills in order to maximize CER value
- Altering the processes, systems, and participants that use CER data to make product decisions
- Changes to a supplier’s sales focus related to the care outcomes achieved by products
- Impact of CER on innovation & priorities for manufacturer clinical studies and R&D

Industry experts 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, have supported the team’s work to learn about CER and to create the briefing.

A list of various CER resources has been posted on the [SMI website](#) under the [Healthcare Reform – CER](#) section so that all SMI members can easily access CER information.

## DRIVING DATA STANDARDS

### GLN Implementation Workshops – Collaboration Making a Difference

The need for GLN Implementation Workshops emerged from a 2010 survey of SMI members, when members cited the desire for greater hands-on instruction to implement GLN as part of the supply chain program. As a result, a hands-on workshop was organized for SMI members in late 2010. That successful workshop effort has led to a unique collaborative effort with AHRMM, GS1 Healthcare US, and SMI working together to co-sponsor GLN Implementation Workshops in March and September of 2011. Designed specifically for data managers, EDI professionals, and other healthcare supply chain professionals with front-line responsibility for implementing the GLN in their organization, to-date over 100 industry professionals have attended the workshops and learned from experienced supply chain practitioners - both provider and supplier-based professionals - who have already implemented the Global Location Number. The workshops also include the popular tutorial on the GLN Registry for Healthcare<sup>®</sup>, conducted by GS1 Healthcare US staff.

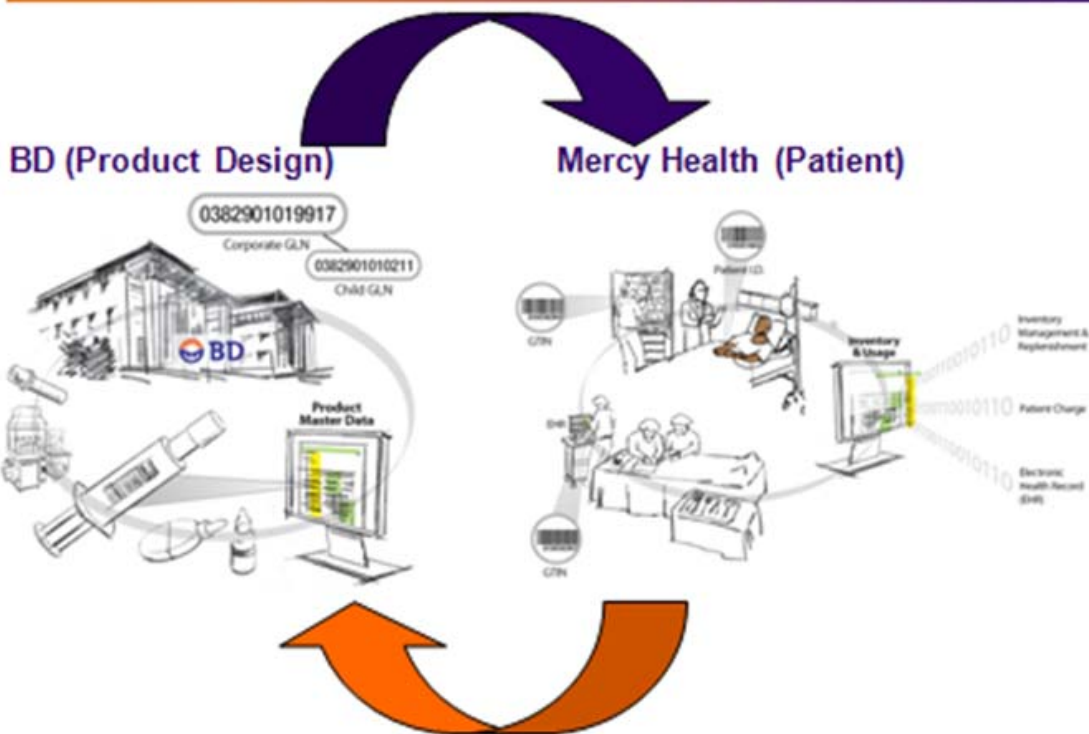
The success of this ground-breaking collaboration between the three organizations has attracted the attention of many in the industry who seek to emulate the workshop program. SMI staff efforts are underway for at least two more workshops in 2011, with six more programmed for 2012. This model of knowledge transfer and implementation support could prove to be invaluable as the industry prepares for the adoption of the Global Trade Item Number (GTIN) and the Global Data Synchronization Network (GDSN) in the coming years. The collaborators have also worked diligently with other supply chain stakeholders, such as regional AHRMM chapters, to have them host workshops in an attempt to accelerate the adoption and value of adopting the GLN.



For further information on data standards visit the [SMI website](#) and click on [DATA STANDARDS](#).

Coming Soon!

## Perfect Order and Beyond



Through a collaborative effort, BD and ROi (Mercy Health) implemented GS1<sup>®</sup> Standards at each step from manufacturing to patient bedside, realizing significant benefits, including those associated with enhancing patient safety and an optimized supply chain. This end-to-end global data standard integration represents the first time a U.S. healthcare provider and manufacturer used the Global Location Number (GLN) and Global Trade Item Number<sup>®</sup> (GTIN<sup>®</sup>) in both supply chain and clinical processes, achieving fully automated, accurate electronic processing of order transactions known as the Perfect Order. Perfect Order is an SMI member ideal in healthcare that represents true electronic order processing, from order placement to delivery and payment, without human intervention. BD and Mercy leveraged the usage of GTIN identification from product conception to patient use and utilized GLNs to synchronize account and location information. Complete end-to-end integration of GLN and GTIN was achieved in February 2011 and continues today. BD and ROi entered the collaboration with a goal to integrate GTIN and GLN in every transactional step, from the manufacturing plant to patient bedside use at the hospital. The full Case Study will be shared with the SMI membership once it is finalized.

### **New Industry Report -- GS1 Standards Gain Traction**

Gartner, Inc. has recently published an industry analysis titled "GS1 Standards Gain Traction Toward Improving Healthcare and Life Science Supply Chains." The full report, which includes sections titled Key Findings, Recommendations, Background, Industry Progress Slow but Steady and GS1 Standards Will Impact Supply Chain Favorably, can be found on the GS1 Healthcare US website, [www.gs1us.org/healthcare](http://www.gs1us.org/healthcare), through Nov. 15, 2011.

Authors Eric O'Daffer, Vi Shaffer and Steven Lefebure, wrote in the report: "Having a consistent product identifier across the end-to-end value chain is a huge benefit to gaining control of information." Potential benefits called out in the report include:

- "Streamlining and improving supply chain processes/relationships"
- "Directing patient safety/medication error investigations"
- "Product traceability"
- "Confirmation of proper sterilization and anti-counterfeiting needs"
- "Improvements in fraud detection"
- "Assistance in collaborative, international clinical research/effectiveness research"
- "More accurate order fulfillment and shipping"
- "Greater inventory availability"

## DRIVING DATA STANDARDS (continued)

“Standardization and interoperability also offer invaluable, societal benefit when medical supply logistics must be coordinated among governments and relief organizations,” the authors state. “It seems that every year we are reminded of the need for urgency, efficiency and international cooperation in the delivery of medical supplies during natural disasters or a pandemic. And every year, we have examples of either serious drug counterfeiting or dilution problems affecting both developing and developed nations,” according to the report authors.

Read the [full report](#).

## HEALTHCARE SUPPLY CHAIN HALL OF FAME

### **7 land in healthcare supply chain leaders hall of fame**

*Bellwether Class of 2011 balance service and talent with depth*



Bellwether League Inc., the healthcare supply chain leaders' hall of fame, elected seven innovators and industry pioneers to its 2011 Honoree Class. Four are retired, two are semi-retired and one remains active with more than 50 years of continuous dedicated service. Bellwether League Inc.'s 11-member Board of Directors selected the following professionals to join the Bellwether Class of 2011:

Laurence A. Dickson  
Dan Dryan  
Derwood B. Dunbar Jr.  
Steven P. Gray

Betty Hanna  
Larry Malcolmson  
John W. Strong

Bellwether League Inc.'s Board recognized and honored these bellwethers for their achievements and contributions in the delivery of quality care to the populations they serve through efficient and innovative supply chain operations. They represent creative thinkers who take the initiative, expand the boundaries of what's possible, and perform in a way that improves and promotes the principles and profession of supply chain management.

Bellwether League Inc. will honor the Bellwether Class of 2011 at its Fourth Annual Honoree Induction Dinner Event, scheduled for Tuesday, Oct. 4, 2011, at the Renaissance Chicago O'Hare Suites Hotel. *Companies or individuals wishing to honor any or all of the Honorees can visit Bellwether League Inc.'s Web site at [www.bellwetherleague.org](http://www.bellwetherleague.org) to register to attend and/or sponsor the award dinner.*

“This year's class of Honorees is so deeply rooted in the foundational and fundamental elements of supply chain management,” noted Rick Dana Barlow, Bellwether League Inc. Co-Founder and Executive Director. “Each Honoree represents a solid example what it means to be a Bellwether in this critical cornerstone of the healthcare industry.”

Launched in late July 2007 by a group of influential veterans in the healthcare supply chain industry, Bellwether League, Inc. is a 501(c)(6) not-for-profit corporation that identifies and honors men and women who have demonstrated significant leadership in, influence on and contributions to the supply chain from healthcare providers, healthcare product manufacturers and distributors, group purchasing organizations, consulting firms, educational institutions and media outlets.

*For more information, to become a corporate or individual sponsor or to nominate future honoree candidates visit Bellwether League Inc.'s Web site at [www.bellwetherleague.org](http://www.bellwetherleague.org).*

## COLLABORATORS' CORNER

### **HIDA expands research on healthcare supply chain practices**

Healthcare distributors are working to understand the healthcare supply chain changes impacting their customers and develop new service models to meet changing needs. To support this effort, the Health Industry Distributors Association has ramped up its research agenda.

HIDA's biggest current project is a study of hospitals' med/surg spend and the costs of associated activities in the areas of procurement and logistics. HIDA has engaged PriceWaterhouseCoopers (PWC) to perform the research. PWC is seeking additional hospitals to participate in the study, and all participants will receive a free copy of the resulting report. If interested contact Paul Waggoner at PWC, [paul.waggoner@us.pwc.com](mailto:paul.waggoner@us.pwc.com).

For information on distribution's role in the supply chain, visit [www.streamlininghealthcare.org](http://www.streamlininghealthcare.org) or contact Elizabeth Hilla, [hilla@hida.org](mailto:hilla@hida.org).





## **SMI at AHRMM**

Geisinger Health System received The Award for Healthcare Supply Chain Innovation, sponsored by Cardinal Health, in recognition of the system's advanced, forward thinking strategy model for the supply chain.



SMI members had a prominent role in the 2011 Annual AHRMM conference. Member presentations include:

- The Perfect Department Index: How to Measure a Department's Progress Beyond The Perfect Order presented by Stewart Layhe and Phil Pettigrew of Denver Health
- Leadership Transformation of the Supply Chain Executive co-presented by Jay Kirkpatrick of HCA's Nashville Supply Chain Services
- What Is So Unique About the Healthcare Supply Chain presented by Rosalind Parkinson of Ohio State University Medical Center, Keith Johnson of Coloplast Corporation, and Dennis Orthman of SMI
- Optimization of Distribution and Receiving in Healthcare co-presented by David Hargraves of UPMC
- A Levels, Requirements, and Impact Evaluation Model for GS1 Adoption in Healthcare co-presented by Ron Rardin of CIHL (The Center for Innovation in Healthcare Logistics – an SMI collaborator)
- A New Approach to Technology Management in Supply Chain co-presented by Bill Stitt of Robert Wood Johnson University Hospital (a pending SMI member)
- GS1 Implementation Simplified Using Vertical Value Streams: Important Lessons for Hospitals as They Move Forward presented by Stewart Layhe and Phil Pettigrew of Denver Health

Several more SMI member organizations were represented on the conference agenda including Cleveland Clinic, Iowa Health System, Johns Hopkins Health System, Johnson & Johnson, Mayo Clinic, Owens & Minor, and Sentara Healthcare.

## **MEMBER TO MEMBER**

[View the 2011 Value Report](#)

**The 2011 Value Report**  
Benefits from Clinical Integration

Reporting the 2010 Clinical Integration Results | Advocate Physician Partners

[View Report](#)

- Nationally recognized quality initiatives
- Improved care for patients
- Lower health care costs

### **Benefits from Clinical Integration**

Advocate Physician Partners has created a 2011 Value Report. The Report highlights the 2010 results of the nationally recognized Clinical Integration Program - a collaborative effort by more than 3,800 physicians and ten Advocate hospitals to drive targeted improvements in health care quality and efficiency. To learn about how the Clinical Integration Program has evolved over time, [click here](#).

In 2010, Advocate Physician Partners again achieved record performance in almost all measured areas, resulting in improved patient outcomes and significant cost savings.

View the [2011 Value Report](#).

If you have a publication or project that you would like to share with the SMI membership contact Teri Gallagher at [tgallagher@smisupplychain.com](mailto:tgallagher@smisupplychain.com).

## STAFF SOUNDS OFF

Reflections on the 10 year anniversary of 9-11 [Full Staff Biographies](#)



**Tom Hughes**

I don't think that anyone will forget where they were on September 11 and seeing the terrifying pictures and video that followed. We obviously mourn the loss of so many innocent people. But the families are the ones scarred for life. We learned that that day represents for the first time a type of new war with no battle lines. Finally, the one silver lining, if there is one, is that on September 11 we really learned to appreciate firemen and all first responders.



**Dennis Orthman**

The recent 10<sup>th</sup> anniversary reminded me of the never-ending torment experienced by the families and loved ones of those who died. The number of victims was not limited to those that died or were injured that day, as suffering continues. The level of admiration and respect that I have for certain ordinary things has increased since that day. I highly admire all police, firefighters, and emergency personnel. I pay more attention to fire exits, fire drills, and who and what is around me. Perhaps most importantly, I truly try not to take any part of my wonderful life for granted, as 9-11 reminds us all that life can change in a moment.



**Teri Gallagher**

The horror and brutality of that day still resonates strongly for me, our nation, the world; and especially for those who lost love ones and friends in the tragedy. The extreme violence and sheer hatred that inspired it terrify me. It was a wonderful thing afterwards though to see the strength of our country and the pride in the nation. Of course we all were left with a much greater appreciation for the first responders from firemen, to police, to EMT, to Joe Public on the street who jumped in to help. And we salute the sacrifice and heroism of those who perished on that day. In our house it was a "two popsicle" day as we were reminded of the uncertainty of our lives and of the future. I continually remind myself since then to live life to the fullest and not take things for granted.

## **POSITION POSTINGS** – a free member service

**Organization:** Smith & Nephew Inc.

**Location:** Memphis, TN

**Position Title:** **Contracts Manager; Offer Development**

**Reports to (name, title):** Christine Fiore, Group Director Offer Development

**Brief Job Description:** Reporting to the Group Director, the Manager, Offer Development is responsible to aid in the development and management of the Health Care Systems Data infrastructure that enables ease of access, synchronization and data integrity of all GBU information in a single repository. This position will be responsible to implement and manage robust processes and procedures involved in the contracting function that enable the business to deliver contracts that meet both the customer's needs and Company profitability margins while maintaining compliance to all government regulations and Company policies. The Manager will manage, motivate and lead a best in class analytics team that will support the execution of the departmental strategy and build strong relationships to support the needs of the business. This position will also be responsible to assist the Group Director to develop, implement and manage the strategy aligned with Health Care Systems goals and objectives that deliver customized value propositions associated with commercial and government engagement/contracting for all Smith & Nephew Global Business Units including Orthopedics, Endoscopy, Advanced Wound Management and Biologics/Clinical Therapies.

**Salary Range:** \$89-\$112K

**Contact:** Christine Fiore; [christine.fiore@smith-nephew.com](mailto:christine.fiore@smith-nephew.com)

**Organization:** The Children's Hospital of Philadelphia

**Location:** Philadelphia, PA

**Position Title:** Director of Procurement & Contracting

**Reports to (name, title):** Joni Rittler, VP of Supply Chain

**Brief Job Description:** As a key member of the Supply Chain Leadership team, is responsible for developing and implementing a Supply Chain vision, strategic plan and annual operating plan. Leads the Supply Chain contracting and procurement staff with professional purchasing expertise and manages approximately \$370 million of operating and capital spend. Research, benchmark, share, introduce and customize best practices in competitive bidding, contract management, procurement operations and value analysis/medical device programs. Builds professional, effective relationships with Supply Chain colleagues, senior management, clinical and operational leaders, vendors and process partners. Provides leadership to ensure a total cost of ownership approach is utilized in the preparation, forecasting and acquisition of all capital and operating expenditures.

Bachelor's degree in business or related field of study is required. Masters degree preferred.

8-10 years progressive supply chain experience academic organization.

Strategic sourcing, competitive bidding, negotiations, vendor and contract management, value analysis, business case development, leading/facilitating teams, financial analysis, forging positive customer relationships.

**Contact:** Apply online at

<http://www.chop.edu/apply2jobs.com/ProfInt/index.cfm?fuseaction=mInternal.showSearchInterface>

Requisition # 11-24529.

**Organization:** University of Pittsburgh Medical Center (UPMC)

**Location:** Pittsburgh, PA

**Position:** Sourcing Analyst

**Reports to:** Commodity Manager, Clinical Sourcing

**Description:** As a Sourcing Analyst you will have the responsibility of drafting and issuing RFP's, collecting and analyzing spend data, determining strategy and executing a sourcing process to facilitate the procurement of goods under your category management.

**Salary Range:** \$40,000 - \$60,000 commensurate with experience

**Contact:** Nora Frank, [frankna@upmc.edu](mailto:frankna@upmc.edu), 412-647-7983

---

**Position:** Senior Sourcing Agent

**Reports to:** Commodity Manager, Clinical Sourcing

**Description:** As a Sr. Sourcing Agent you will have the responsibility for developing strategy and executing a sourcing process for critical clinical spend categories under your management. Additionally, you will negotiate pricing, terms and all other components of tactical and complex contracts and will collaborate with various business leaders and cross-functional teams throughout the organization as well as major vendors and business partners.

**Salary Range:** \$72,000 – 92,000 commensurate with experience

**Contact:** Nora Frank, [frankna@upmc.edu](mailto:frankna@upmc.edu), 412-647-7983

**Organization: TELEFLEX**

**Location:** GULF COAST – (preferred location Tampa or Orlando, FL.)

**Position Title:** Manager, Corporate Accounts

**Reports to (name, title):** Jeff Baran, Director – Corporate Sales

**Brief Job Description:** Establish, advance and maintain relationships with supply chain/corporate offices. Drive top line sales across all business units. Design, communicate, and deliver customized value added programs to strategic accounts as well as manage contracting and pricing.

**Salary Range:** negotiable

**Contact:** Interested candidates should apply via our website:

<http://recruiting.teleflex.com/applications/externalapplicants/login/default.aspx>

---

**Location:** OHIO VALLEY (preferred location Ohio, Indianapolis, IN, or Chicago, IL.)

**Position Title:** Manager, Corporate Accounts

**Reports to (name, title):** Jeff Baran, Director – Corporate Sales

**Brief Job Description:** Establish, advance and maintain relationships with supply chain/corporate offices. Drive top line sales across all business units. Design, communicate, and deliver customized value added programs to strategic accounts as well as manage contracting and pricing.

**Salary Range:** negotiable

**Contact:** Interested candidates should apply via our website:

<http://recruiting.teleflex.com/applications/externalapplicants/login/default.aspx>

---

**Location:** NORTH WEST (preferred location Seattle, WA. or Portland, OR.)

**Position Title:** Manager, Corporate Accounts

**Reports to (name, title):** Jeff Baran, Director – Corporate Sales

**Brief Job Description:** Establish, advance and maintain relationships with supply chain/corporate offices. Drive top line sales across all business units. Design, communicate, and deliver customized value added programs to strategic accounts as well as manage contracting and pricing.

**Salary Range:** negotiable

**Contact:** Interested candidates should apply via our website:

<http://recruiting.teleflex.com/applications/externalapplicants/login/default.aspx>

**Organization:** ROi, a division of Mercy Health

**Location:** St. Louis, MO

**Position Title:** Manager of Laboratory Contracting

**Reports to (name, title):** Executive Director

**Brief Job Description:** Regional GPO in search of a laboratory strategic sourcing manager to handle negotiation of contracts with vendor and aid in implementation of contracted services at a facility level. Must have a laboratory background as a lab tech, lab manager, or in related lab field and contract negotiations experience.

**Salary Range:** Please contact recruiter for additional information.

**Contact:** Julie Nelson (314) 364-4186

---

**Organization:** Mercy

**Location:** Fort Smith, AR

**Position Title:** President

**Reports to (name, title):** President, Central Communities

**Brief Job Description:** Provides the overall vision and strategic and operational leadership of St. Edward Mercy to promote quality customer care and service consistent with and supportive of Mercy Health's Mission, Philosophy and Sponsorship criteria. Develops services to improve the overall health status of communities ministered to in a cost-effective, high quality manner. Provides liaison with the medical staff and departments, and promotes SEMHS compliance with all regulatory requirements.

St. Edward Mercy Medical Center, the flagship hospital of the St. Edward Mercy Health System, is located in Fort Smith, Arkansas, and serves over 400,000 residents in 13 counties. The Health System also includes three satellite facilities: Mercy Hospital/Turner Memorial in Ozark; North Logan Mercy Hospital in Paris, and Mercy Hospital of Scott County in Waldron. Additionally, the system includes medical clinics in Charleston, Fort Smith, Mansfield, Paris, Van Buren, and Waldron.

**Salary Range:** Please contact recruiter for additional information.

**Contact:** Tim Murphy (479) 314-6190

---

**Position Title:** Chief Operating Officer

**Reports to (name, title):** President

**Brief Job Description:** As the second most accountable officer, assists the President of St. Edward Mercy in planning for the long-range growth of the Network and the formulation of major objectives and operating policies. The COO is responsible for managing all operational aspects and assists the President in the successful accomplishment of goals and objectives. Through a respectful, constructive and goal oriented style, the COO provides the leadership, management and vision necessary to ensure that St. Edward Mercy has the proper operational controls, administrative and reporting procedures, and people systems in place to effectively grow the organization and to ensure financial strength and operating efficiency. '

St. Edward Mercy Medical Center, the flagship hospital of the St. Edward Mercy Health System, is located in Fort Smith, Arkansas, and serves over 400,000 residents in 13 counties. The Health System also includes three satellite facilities: Mercy Hospital/Turner Memorial in Ozark; North Logan Mercy Hospital in Paris, and Mercy Hospital of Scott County in Waldron. Additionally, the system includes medical clinics in Charleston, Fort Smith, Mansfield, Paris, Van Buren, and Waldron.

**Salary Range:** Please contact recruiter for additional information.

**Contact:** Tim Murphy (479) 314-6190

**Organization:** GHX

**Location:** Louisville, CO

**Position Title:** Technical Product Manager (# 2011-348-002)

**Brief Job Description:** Responsible for the identification, definition, analysis, prioritization and ongoing refinement of product requirements. Will work with Product Managers, Engineering Managers and Directors, as well as other team members, to understand features and requirements in order to communicate those requirements to Agile/Scrum development teams. Will also work with the development teams to elaborate those requirements and ensure successful translation into high-quality software.

**Salary Range:** Base + Bonus

**Contact:** In order to apply for this position, please follow the below link to the GHX website: <http://jobs-ghx.icims.com/jobs/intro>

---

**Location:** Louisville, CO

**Position Title:** Director, Customer Support (# 2011-647-002)

**Brief Job Description:** The Director, Customer Support will be responsible for the day-to-day leadership and overall direction of the customer support function and will be tasked with strategically aligning the customer support organization. Will partner closely with numerous functions across the company to advance the support processes and corporate goals.

**Salary Range:** Base + Bonus

**Contact:** In order to apply for this position, please follow the below link to the GHX website: <http://jobs-ghx.icims.com/jobs/intro>

---

**Location:** Louisville, CO

**Position Title:** Compliance Analyst Reference: (# 2011-271-001)

**Brief Job Description:** Will support the objectives of the GHX legal and compliance functions, and be part of an organization dedicated to data protection. Will utilize auditing and compliance experience, with a desire to support a dynamic and changing business environment. Will be responsible to provide functional assistance in the areas of compliance with SAS 70 audits, and interpretation and compliance with regulations that may affect the Company, including, HIPAA, and 21 CFR. Will assist stakeholders in assessing operational issues, identifying gaps in the control environment, and reviewing solutions and provide employee training as required, and will use knowledge of auditing techniques and the requirements of major regulations to develop broad-coverage, relevant and cost effective solutions for compliance efforts, and liaise with external auditors, customers and internal functions regarding compliance questions.

**Salary Range:** Base + Bonus

**Contact:** In order to apply for this position, please follow the below link to the GHX website: <http://jobs-ghx.icims.com/jobs/intro>

---

**Position Title:** Product Director – PPI Solution (# 2011-076-002)

**Brief Job Description:** Will lead, manage and champion the development and launch of GHX's Physician Preference Item (PPI) solution delivering efficiencies to medical implant ordering / billing and enriching product-specific value analysis. Develops and maintains a deep understanding of PPI-related pain points across hospital, distributor, and manufacturer perspectives so as to maximize value creation for each party. Will develop a holistic solution comprised of products and services, some of which will be newly developed while others will be extensions of those in the current GHX portfolio. Works cross-functionally with multiple internal departments and external partners to develop, launch, and manage the solution. Validate solution requirements / use cases and early designs with customers. Stay abreast of market trends, new technology, and competitive solutions. Although this position does not currently have direct reports, the incumbent is expected to lead and drive performance cross-functionally through indirect reporting relationships.

**Salary Range:** Base + Bonus

**Contact:** In order to apply for this position, please follow the below link to the GHX website: <http://jobs-ghx.icims.com/jobs/intro>

---

**Location:** Louisville, CO

**Position Title:** Web Developer (# 2011-350-003)

**Brief Job Description:** Responsible for all development, maintenance, and production of our corporate and internal web sites (.NET framework), as well as maintenance and troubleshooting of our web server. In addition to web development responsibilities (60%+ of time), will support all technology-related components of our marketing efforts. Responsible for monitoring marketing technology trends and making recommendations for technology upgrades/implementations that enhance marketing efforts.

**Salary Range:** Base + Bonus

**Contact:** In order to apply for this position, please follow the below link to the GHX website: <http://jobs-ghx.icims.com/jobs/intro>

---

**Location:** This position is open to ALL locations within the United States

**Position Title:** Director, Business Development ( # 2011-076-001)

**Brief Job Description:** Will be responsible for partnering with the GHX sales force to develop strategic relationships with providers and their software vendors / service providers in order to increase adoption of GHX PPI solutions. Primary focus to include: (1) signing up providers for the PPI Provider Advisory Panel (PAP), proof-of-concepts (POCs), and beta testing; and (2) establishing partnerships with 3<sup>rd</sup> party software vendors (e.g., HIS, ORIS, CIS, MMIS) and service providers as sales channels to deliver results in accordance with stated business and financial objectives. Will be responsible for sales of PPI to new accounts to achieve an annual sales quota.

**Salary Range:** Base + Bonus

**Contact:** In order to apply for this position, please follow the below link to the GHX website: <http://jobs-ghx.icims.com/jobs/intro>

---

**Location:** This position is open to ALL locations within the United States

**Position Title:** Solution Consultant – Sales Engineer ( # 2011-125-001)

**Brief Job Description:** Will partner with field sales representatives to develop account-winning strategies on GHX solutions and to provide product sales support in closing new business in a specified region. Primary focus will be delivering technical expertise to facilitate the qualification, presentation and closing of sales deals. Will support the sales team by presenting/demonstrating the GHX solution to prospects, customers and at industry conferences.

**Salary Range:** Base + Bonus

**Contact:** In order to apply for this position, please follow the below link to the GHX website: <http://jobs-ghx.icims.com/jobs/intro>