



AHRMM
Advancing Health Care through
Supply Chain Excellence



CQO:
The Health Care
Supply Chain

AHRMM 2023: Education and Data Strategies & Resiliency Solutions

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SESSION OVERVIEW

- AHRMM Keys and Data Strategy
- Medical Equipment and the Shared Economy Model
- UDI Forum Update
- Supply Chain Resource Council Formation
- AHRMM Board Updates
 - AHRMM Young Professionals
- Discuss key strategic theses as we reimagine the healthcare supply chain

AHRMM KEYS FOCUS ON VALUE

- ▲ In most organizations, the C-Suite's view of supply chain is limited to per unit invoice cost and total gross dollar "savings".
- ▲ **Most supply chain organizations are effective at measuring value downstream** to their customers/stakeholders.
- ▲ **AHRMM Keys are focused on changing the value conversation upstream** to the senior executive/C-Suite stakeholders of supply chain and increase internal and external efficiency measurement.
- ▲ Using the AHRMM Keys can help organizations begin to create a balanced scorecard view of the health of the organization's supply chain and its role in supporting organizational strategic goals.

AHRMM KEYS CATEGORIES

AHRMM has developed and launched 29 KPIs

KPI's reside within six categories:

- **Finance**
- **Operations**
- **Patient Safety**
- **Resiliency**
- **Data Standards**
- **Environmental Sustainability**



KEYS TEMPLATES

Each Key is broken down into the follow sub-sections:

- Purpose
- Value
- Equation
- Example
- Input Description and Sources
- Points of Clarification



AHRMM KEYS PILOT PROGRAM

Feedback has strengthened, tested, & refined the process!

The pilot program is active and able to include hospitals systems (including parent-child relationship options)

Expanded to include ALL 29 Keys.



PILOT PROGRAM



Dashboard

Mike Schiller (AHRMM HQ) Sign out



View reports



Settings



Supply Expense as % of Net Patient Revenue



Spend Under Management (SUM)



Inventory Turns



Supply Chain FTEs Per \$1M in Total Non-Labor Supply Expense



Expired Products as % of Total # of On-Hand Products in Inventory



Percentage of Items Stored in the Item Master with Identified Substitutes



Primary Distributor Fill Percentage Rate



Percentage of Items Stored in the Item Master Populated with a GTIN



Percentage of Office Supply Expense Comprised of EPP Products

Powered by

KPI Works

PILOT PROGRAM: BENCHMARK ANALYSIS



Supply Expense as % of Net Patient Revenue



Mike Schiller (AHRMM HQ) [Sign out](#)

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To the end of:

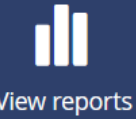
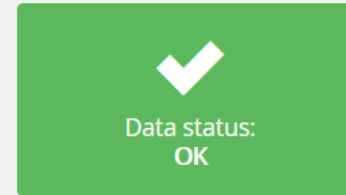
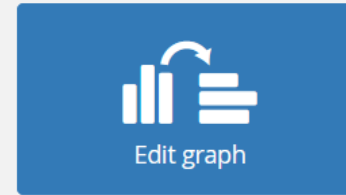
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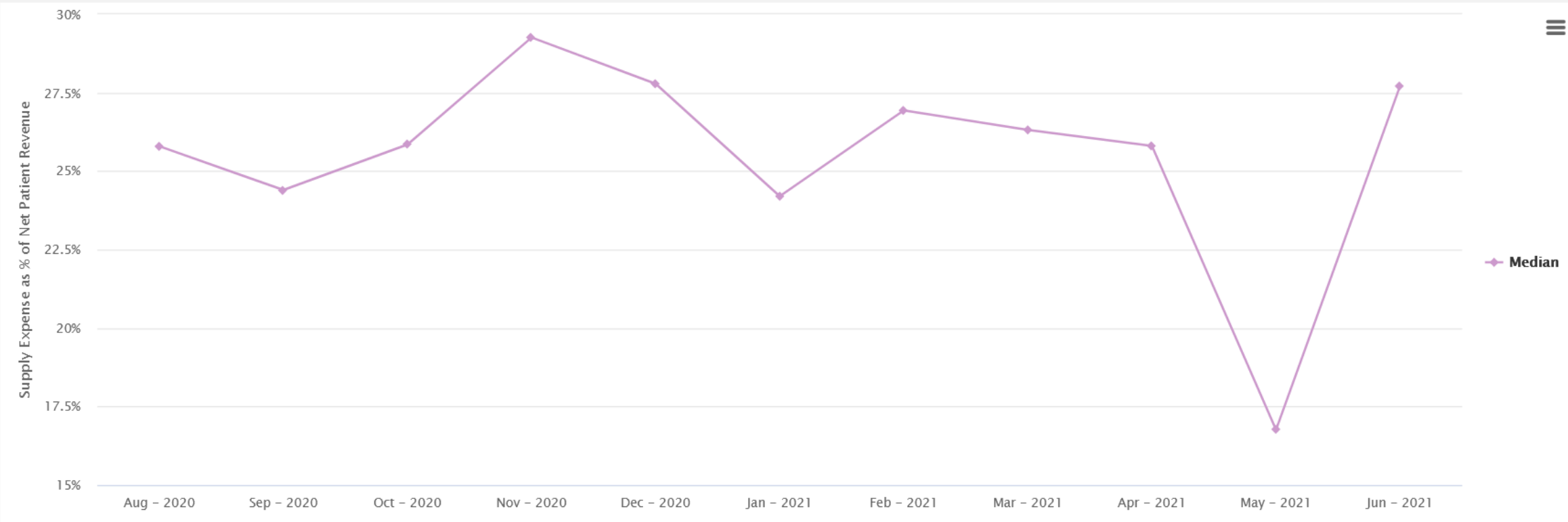
Annual Supply Expense:



View reports



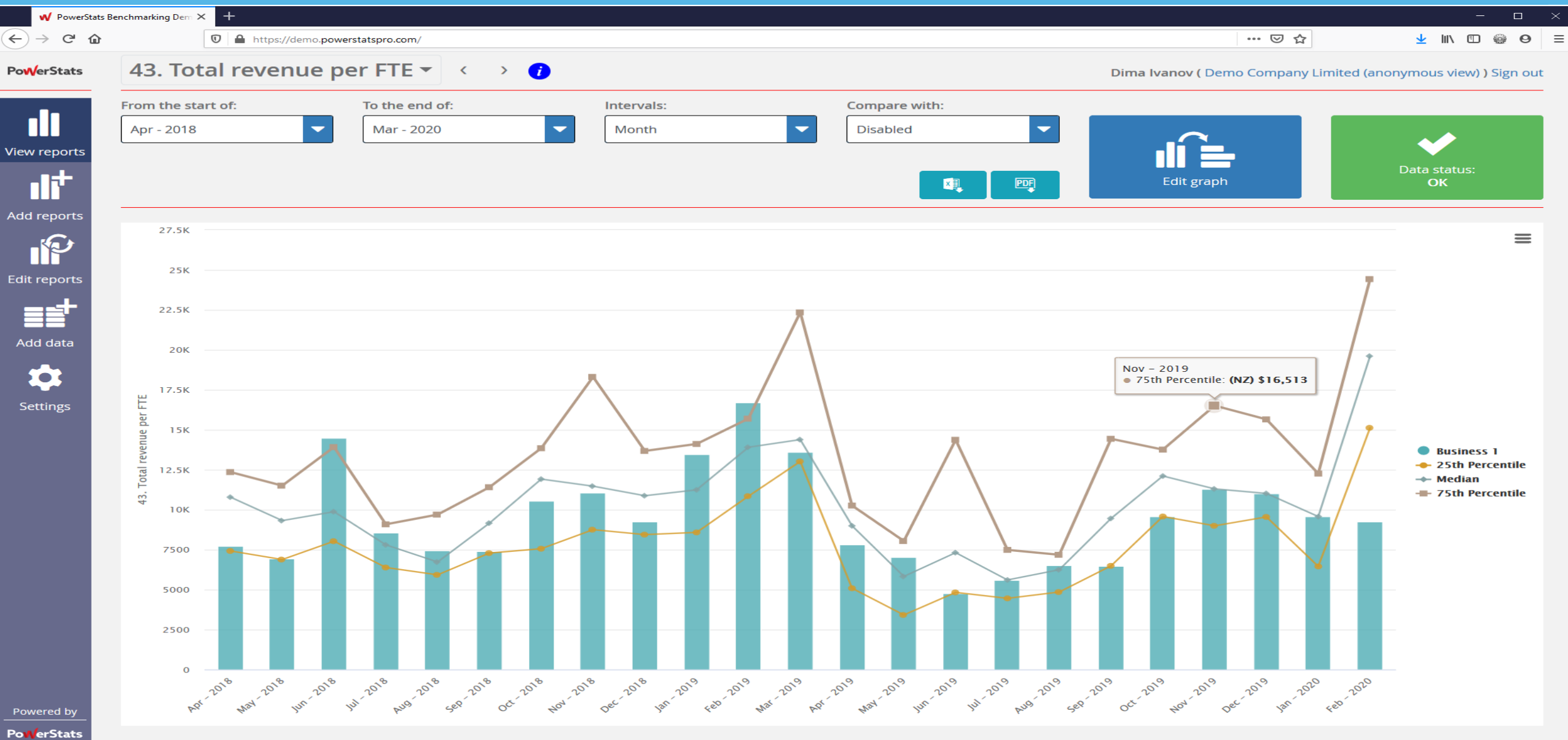
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PILOT PROGRAM: COMPARATIVE ANALYSIS



PATHWAYS EDUCATION PROGRAM



Coming Soon!

AHRMM Education Pathway

Continue on your **CAREER PATH** or create a new one through the **AHRMM Education Pathway**.

AHRMM's Education Pathway is a new education structure that is intended to help health care supply chain professionals continue their education and earn recognition in the process.

Professionals can set upon or continue a path of learning by choosing the subject and education level that suit them best based on their amount of experience, education and career path.

This Education Pathway will provide badges for completed courses, certificates upon badge completion, and a master's certificate when completing an entire curriculum composed of Foundations, Intermediate and Advanced level certificates. Participants will be able to share their certification badges with their professional networks on LinkedIn and other social media to showcase their expertise and achievements.

The first curriculum to be released will be **Foundations of Inventory Management** and **Foundations of Procurement**.

Look for the new AHRMM Education Pathway in the coming months!

ahrmm.org/Education-Pathway



MEDICAL EQUIPMENT AND THE SHARED ECONOMY

DYNAMIC VENTILATOR RESERVE



- A public-private effort launched in April 2020 to help distribute existing ventilators from low-use to high-need areas of the U.S.
- A collaborative voluntary effort that established an online inventory of ventilators and associated supplies
- Managed through a third-party virtual inventory platform

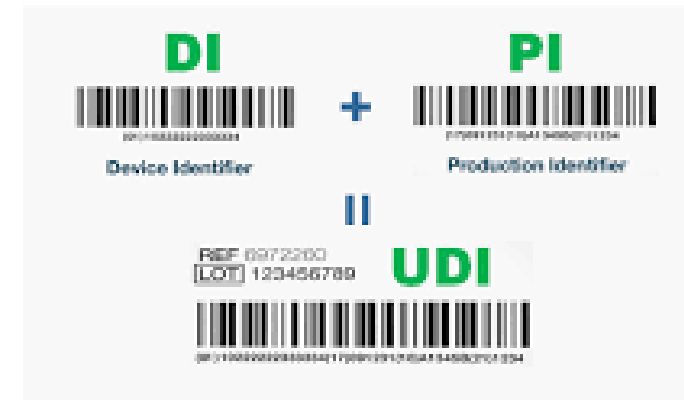
UDI FORUM: POWERED BY THE AHRMM LUC

- 6 hours of content was presented over 3 days (November 1st through Thursday November 3rd). Sessions included:
 - Current state with a presentation by the FDA
 - Clinical care, patient outcomes and RWE
 - How UDI solves supply, efficiency and analytics challenges across supply chain stakeholders
 - Health IT discussion and identification of necessary functionality enhancements
 - UDI's role in modernizing the recall process
 - Preparing for the future
- All content is available On-Demand
 - 5.5 CEC's available
 - Those who registered for the Forum can click [here](#) to access the content
 - Those who did not register can purchase the content by clicking [here](#).



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SUPPLY CHAIN RESOURCE COUNCIL

- Designed to bring together **supply chain leaders and professionals** from across the health care field
- **Goal of understanding the extent and impact supply shortages, disruptions wage and labor constraints** are having within the hospital setting
- **Capture and document solutions** to these challenges via a report that is shared with **AHA, AHRMM** and other Professional Membership Group (PMG) leaders, the **White House Response Team, various Federal Agencies** and the broader health care field.



FORWARD LOOKING: RESILIENCY ACTIVITIES

- ASPR Healthcare and Public Health (HPH) Sector Supply Chain Resiliency Work Group (SCRWG)
 - Essential Medical Devices
 - PPE Standardization
- FDA Resilient Supply Chain Program (RSCP)
 - Define and Measure Resiliency
 - Building and Sustaining Resiliency
 - Collaboration and Engagement
- ASPR TRACIE and Healthcare Ready are developing the Disaster Available Supplies in Hospitals (DASH) tool
 - An online, interactive tool to estimate supplies that may need to be immediately available during various emergencies based on a hospital's characteristics
 - Several modules including pharmaceuticals, personal protective equipment (PPE), burn, and trauma supplies will be available

AHA – HOSPITALS AGAINST VIOLENCE



American Hospital Association,
Jones Day and HEAL Trafficking host a convening on

Forced Labor in Health Care Supply Chains: What Hospital Leaders Need to Know

Thursday, Nov. 3, 2022

JONES DAY

 American Hospital Association™
Advancing Health in America

HOSPITALS AGAINST VIOLENCE

 **HEAL**
TRAFFICKING

AHRMM BOARD UPDATE - 2023

Highlights:

- Strategic Plan – 3-5 year

AHRMM Strategy Statement

AHRMM continually advances its role as the preeminent leader of health care supply chain excellence by:

1. creating environments that foster innovation and promote leading practices
2. elevating the capability of its members and the field
3. establishing effective partnerships
4. generating value for AHA and health care senior leadership

The goal of the strategy is to ensure the continual growth, education, and visibility of the supply chain profession and its membership.

The strategy statement is intended to help the Advisory Board prioritize and focus efforts and to support continuity of strategy as board members and leadership changes

- Focus on importance of inclusion in membership and at the Board level

AHRMM's Young Professionals Advisory Council (YPAC)

- Provides a platform for professional development and a forum for emerging leaders in the field to address the unique challenges facing the next generation of supply chain professionals and influence innovative solutions within health care.

YPAC CAREs! The four identifying pillars of YPAC's work are to:

- Connect** — young professionals working in health care supply chain
- Advise** — AHRMM on the professional needs of early careerists
- Represent** — the interests of those 35 and under within AHRMM
- Engage** — students and young professionals in the work of the profession

Meet the Young Professionals Advisory Council!



Rachel Anderson

Rachel Anderson is the Corporate Director of Supply Chain at Baptist Health in Montgomery, AL. Rachel holds a BS in Health Services Administration and a BS in Supply Chain Management from Auburn University. She is the 2022 Chair for the YPAC. Rachel joined the YPAC because she is passionate about mentoring and student outreach programs, and hopes to aid in fostering a



Audrey Branyon

Audrey Branyon currently serves as a Clinical Sourcing Lead for The Johns Hopkins Health System based in Baltimore, MD. Prior to this time, Audrey has held various roles throughout her Healthcare Supply Chain career including work as a Sr. Strategic Sourcing Manager for MedStar Health based in Baltimore, MD and work as an Assistant Supply Chain Director for Encompass Health based in Birmingham, AL. Audrey holds an MBA from West Texas A&M University, and is a proud Industrial and Systems Engineering graduate of Auburn University. Audrey's primary goal is to utilize her skills to improve inefficiencies within Healthcare Supply Chain in order to simply make things easier for Patients and Care Providers alike. She was recently elected as the 2022 Vice Chair for AHRMM's Young Professional Advisory Council (YPAC) where Audrey strives to promote a career in Healthcare Supply Chain to College Students and Young Professionals."



Ryan Burke

Ryan leads the Sourcing Department at Pandion Optimization Alliance, a regional group purchasing organization based in Rochester, NY. He is responsible for strategic contract negotiations and awards as well as supplier relations and management. Before his role at Pandion, Ryan held progressively advanced roles in supply chain management over 9 years at Rochester Regional Health. He has experience in expense reduction, inventory management and onsite supply chain consulting. Ryan holds a master's degree in health system administration from Rochester Institute of Technology. Ryan is eager to work with the YPAC to usher in a new era of supply chain leaders.

Meet the Young Professionals Advisory Council!



Deric Gallagher

Deric Gallagher is currently a Supply Chain Manager at Centura Health, responsible for the front of house at St. Anthony North Hospital. After graduating from University of Colorado with a Masters Degree in Supply Chain, he started a corporate analyst role, and progressed towards site leadership. Most recently he is proud of his front line team's response to the Covid-19 pandemic, but strives to create an environment with less firefighting. In his free time, he coaches high school tennis and enjoys snowboard trips with his friends.



Tina Nam

Tina Nam is a Senior Associate in Health & Government Advisory at KPMG located in Dallas, Texas. She completed her BS degree in Health Sciences at The Ohio State University and her MHA degree at The George Washington University. Tina is passionate about helping health care organizations improve efficiencies and outcomes. Since joining AHRMM, Tina has served on both the Chapter Relations Committee and Membership Committee. She hopes to raise awareness and help advance the health care supply chain profession.



Reuben Philip

Reuben Philip is a data engineer with a stellar record of automating and optimizing processes in the healthcare, automotive, and retail e-commerce sectors. He is passionate about leveraging computer science and big data to help hospitals dramatically reduce cost, waste, and inefficiency. At Clarium, a new startup with a mission to create the leading supply chain analytics platform for healthcare, Reuben is building advanced analytics tools to predict what supplies will be needed ahead of time based on surgical schedules and historical ordering patterns. When he's not working on modernizing the healthcare supply chain, you'll find him running along the Charles River in Boston and singing karaoke with friends.



Heather Woodling

Heather Woodling is the director of supply chain at Palomar Health, a multi-hospital system in San Diego County, Ca. She received her CMRP in 2017 and has a BA in Business Administration from National University. She is excited about using her experience from coming up through the ranks to advocate for other young professionals early in their careers, and to collaborate with AHRMM on the future of our field.



AHRMM YPAC Education Series Review

➤ AHRMM22

- “Supply Chain Leader of the Future” – Roundtable Session

➤ AHRMM21

- “Career Paths to the Executive Suite”
- “Preventing Burnout”

➤ AHRMM20

- “Networking with Supply Chain Executives”
- “Using Advanced Analytics to Navigate Supply Disruptions and Increased Demand During COVID-19”
- YPAC Networking Lounge

➤ AHRMM19

- “Unscripted: An open discussion with Supply Chain Pathfinders & Pioneers”
- Scavenger Hunt
- Lunch with the Boss
- Mentors to AHRMM sponsored college students; YPAC Info Sessions

Special Mention: World Congress Healthcare Supply Chain Summit YPAC Panel (Jan 2020)

YPAC 2023-24 PRIORITY RECOMMENDATIONS

HIGHEST RANKINGS

- **Young Professional Outreach – 4.9**
- **College Student/Program Outreach – 4.6**
- **AHRMM Local Chapters Outreach – 4.4**
- **Education – 4.1**
- **Professional Development – 4.1**
- **Future of Supply Chain – 4**

“We may serve on YPAC to build the bridge to attract other students/young professionals to the healthcare supply chain industry, but I was surprised to find out how this experience built a bridge for me personally. I never realized how “lonely” I felt as a next generation leader in supply chain. This team has filled a void and has made me realize there are others out there and that we need so many more to fill the gap quickly approaching in the industry.”

ADDITIONAL RANKINGS

- **Mentor Program – 3.9**
- **Reverse Mentor Program – 3.7**
- **Succession Planning – 3.7**
- **AHRMM Committee Integration – 3.4**
- **Career Ladders – 3.3**
- **Data Collection & Analysis – 3.1**
- **Generational Drivers – 3**
- **Marketing – 3**
- **Employee Retention – 2.3**

“There needs to be a bigger focus on building the AHRMM YPAC community. There was a huge effort on creating events & marketing, but these don't always connect back to those in the community.”

YPAC Needs Your Help!

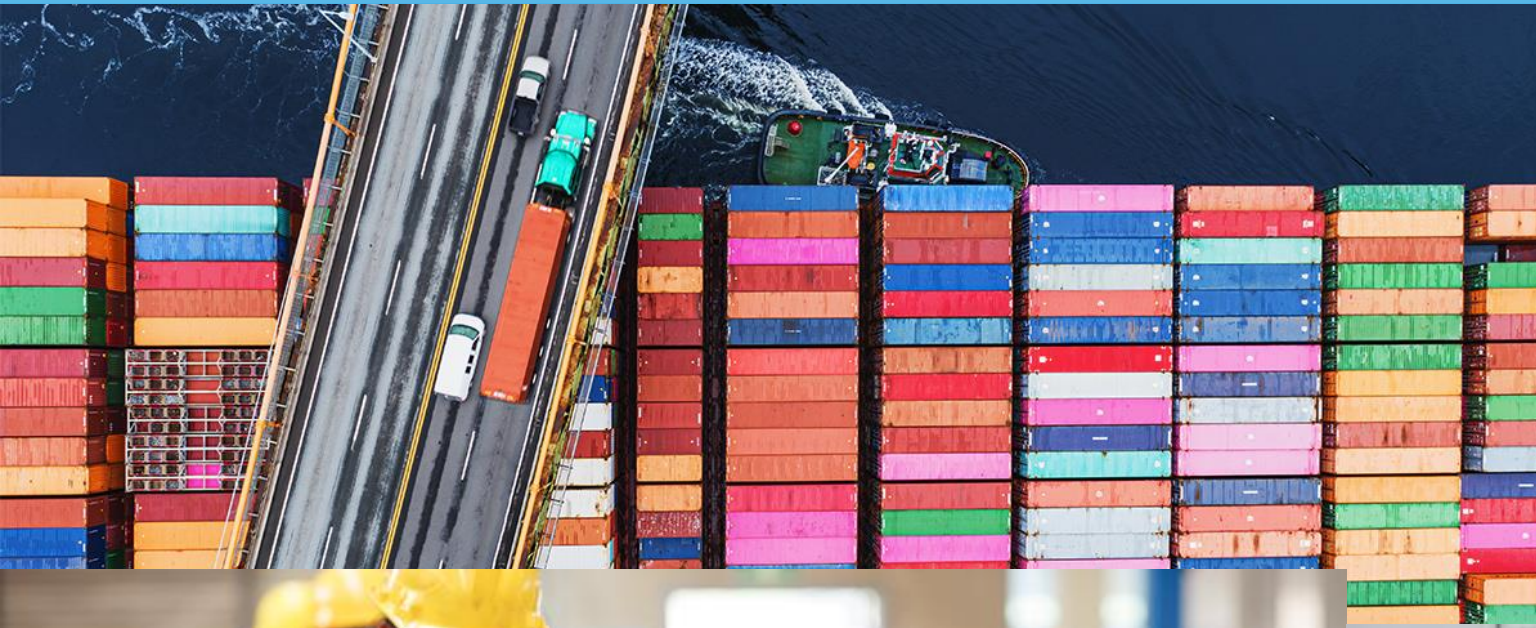
➤ Colleges & Universities – Student Outreach & Engagement

- ❑ If you have contacts for Business, Health Administration or Supply Chain programs at FL colleges and universities, please share these with the YPAC!
 - Please email Rachel Anderson: rkanderson@baptistfirst.org
- ❑ We will be reaching out in early 2023 to establish relationships with these programs and offer free networking opportunities, information about internships, career opportunities and potential scholarships for students to attend next year's AHRMM conference.
- ❑ These students could be your next hire! We want to equip them with as much knowledge as possible about healthcare supply chain as a destination career field.

➤ Young Professional Involvement

- ❑ Do you have a young professional on your team? Let them know about the YPAC! Have them reach out to rkanderson@baptistfirst.org and get plugged in to a community of healthcare supply chain young professionals where they can connect, engage, grow and learn!

INTERACTIVE DIALOGUE: (SOLUTIONS NOT SOUND BITES)



The health care supply chain IS NOT broken, rather it is performing perfectly as designed...

INTERACTIVE DIALOGUE: (SOLUTIONS NOT SOUND BITES)

- So, how/are we operating differently today?
 - Supplies/pharma/raw materials
 - Shortages and disruptions
 - Inflationary pressures
 - Labor/wage compression
 - Staff fatigue and wellness
- What are the top 3 things we can do now?
- What tactical elements need to be addressed?



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Thank you

