



What Every Surgery Center Administrator or Clinical Manager Should Know About Their Supply Chain


Strategies For Effective Management in ASC Supply Chain

Supply Chain


- Relationships truly matter
- Who can I partner with?
- How does this collaboration work?
- Is it a win/win today?
- How about in the future?




The Big Picture

- ASCs: High paced and highly efficient
 - Performing losing cases?
 - Paying the lowest cost?
 - Strive to find where cost cutting is crucial
 - Change in surgeons?
 - Decrease those preferences?
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Who is in charge of your spend?

- ASC's most often cross train a Surgery Tech / RN.
 - Admin, Management or Physician engagement with this role?
 - Engaged with outside resources?
 - Partnering with an Affiliate, IDN, or GPO?
 - Contract monitoring: Terms and Conditions?
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Can anyone do the work?

- Highly motivated and supported by Admin
 - 30-40% spend supplies , purchased services and service contracts
 - Leverage your vendors to do some of the heavy lifting
 - Consignments implants , include out date support
 - Loaner/rental equipment
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Know when to hold 'em, and when to fold 'em


- When is it best to partner with a GPO or IDN?
 - Locally negotiated contracts
 - Purchased Services
 - Linen: What is the real cost?
 - Sharps, Waste, and Document Disposal
 - Translation Services
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Improvement of Relationships Essential to Reduced Cost

- Start with your top 10 Vendor Suppliers
- Don't forget your internal customers
- Network with like ASC's for best practices



Per case costs


- What is your per case cost?
 - This will determine where to implement change.
 - Are physician preferences holding you hostage?
 - Opportunity for change without surgeon dissatisfaction .
 - Be inclusive and seek physician input.
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Supply Chain Program

- Service levels desired
- Logistics and geography
- Procurement & distribution strategies
- Customer service requirements
- Capital investment
- E-commerce platforms
- Organizational policies



Technology


- MMIS systems purchased or supplied
 - Are you open to doing things differently?
 - Reporting capabilities
 - Reduction of “man hours”
 - Dive deeper into your spend
 - Analyze your invoices
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Where are we going?

- Dedicated management for ASC's to increase
- Collaborative opportunities, service improvement, and savings
- Building relationships, opening opportunities to save



In Summary

- Administrative support is key for overall success
 - Internal/ external relationships essential to bottom line
 - Highly motivated personnel should be in charge of supply chain
 - Collaboration with IDN/ GPO and Vendors
 - Physician preference is an area to drive savings
 - Technology can provide valuable insight
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Thank you

Questions ?

