

2023 VIZIENT CONNECTIONS SUMMIT

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WYNN, LAS VEGAS

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# Achieving Centralized Purchasing and the Sourcing Team of the Future

**Paul Blymire**

Director, Purchasing and Materials Management

Masonic Villages of the Grand Lodge of Pennsylvania

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# Learning Objectives

- Describe change communication and action strategies for large organizations.
- Explain how to break down processes and rebuild with a technology-first approach.

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*Learn the strategies deployed by a large long-term care organization for planning, navigating and migrating to a centralized purchasing environment. Retooling a decades-old process at any organization can be a large feat, especially when there are hundreds of teammates involved across multiple geographic locations. During this session, our team will share the questions we asked, the answers we found, and the tactics and strategy used to add value back into our organization by centralizing our purchasing operations.*

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# Masonic Villages Overview

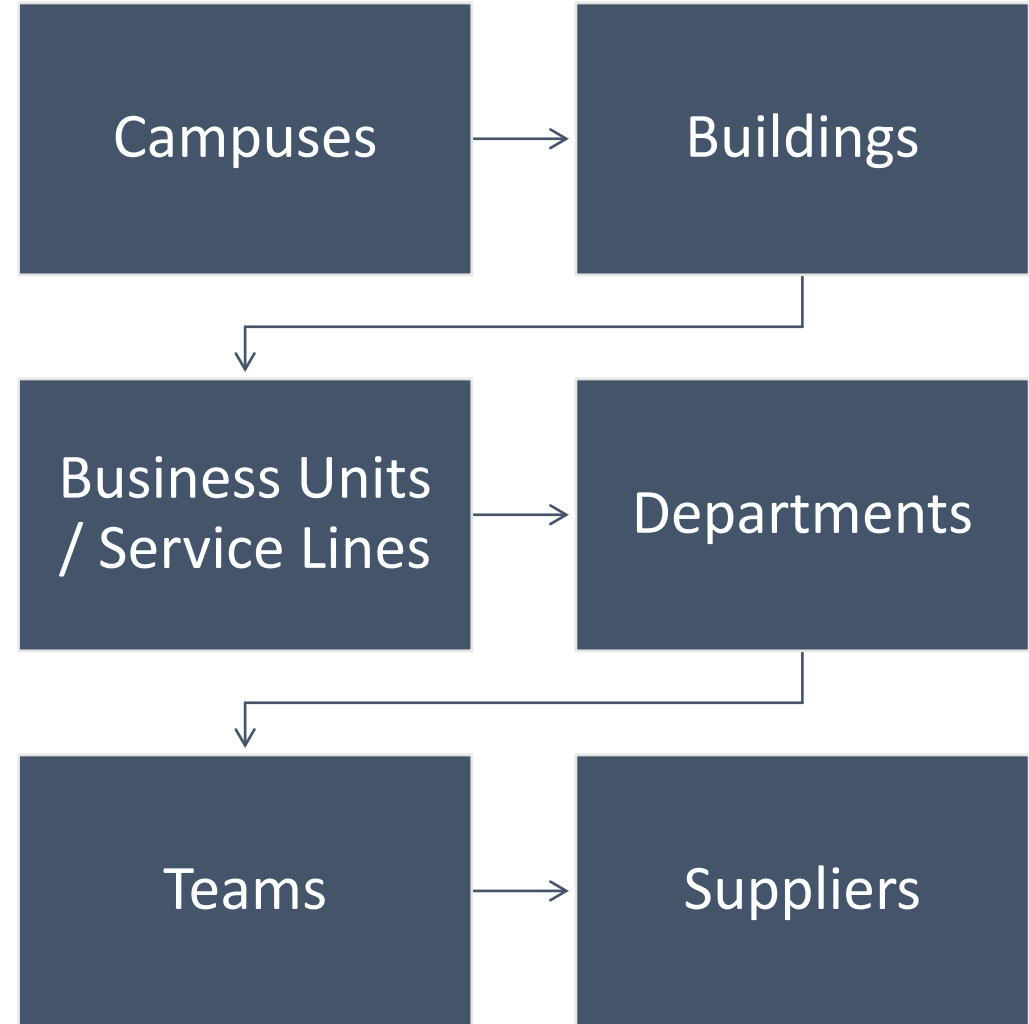
- Over 150 years in Operation
- (5) locations across The Commonwealth of PA
- Corporate Offices located in Lancaster County Pennsylvania
- [MasonicVillages.org/community-report/](https://MasonicVillages.org/community-report/)
- \$48.5 million in charitable care in 2022

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# Inheriting an ERP

- Learn the History
- Measure and Map
- Build a plan. Together.



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# Setting Sail

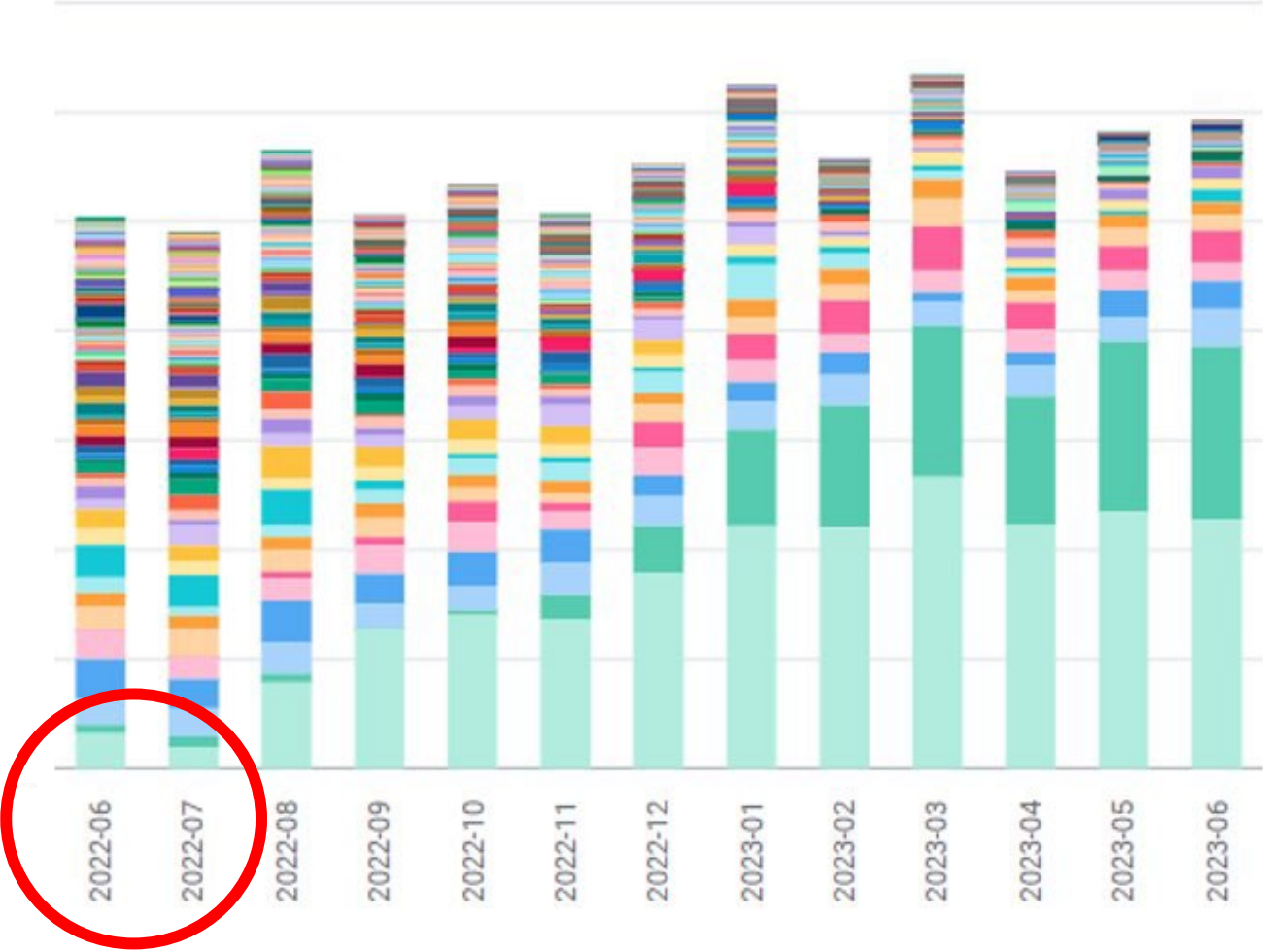
- Don't Drift (direction over speed)
- Don't Lose Sight of the Why

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# "Achieving...."

Purchase Orders By Buyer



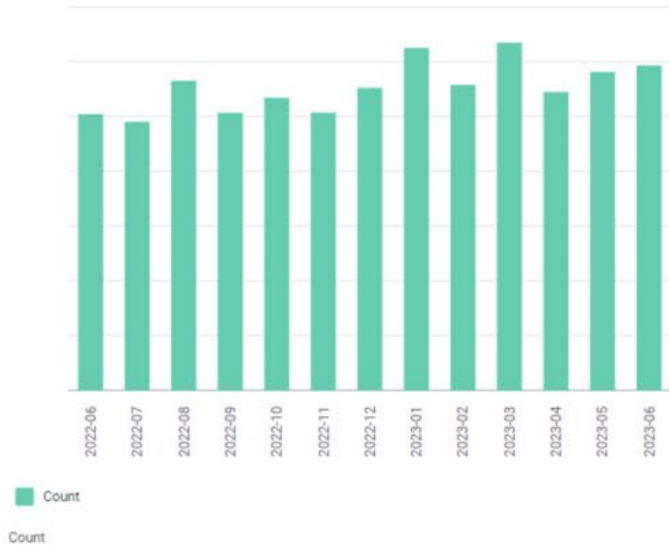
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# The importance of feedback

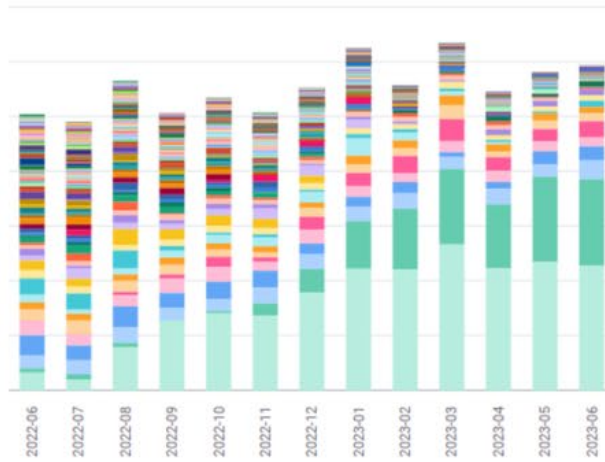
## Procurement KPI Dashboard

Payments & Invoices   Procure To Pay   **Purchase Orders**   SINREQs   Punchouts   Supplier Requests

### Total Purchase Orders



### Purchase Orders By Buyer



### Purchase Orders By Requisition Type



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# Lessons Learned

1. Demonstrate don't dictate
2. Compounding small wins prepares the team for scalable change
3. It's more difficult to maintain your customer's trust than obtain it

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# Key Takeaways

- Be genuinely curious
- Ask questions in other silos
- Identify the details
- Obtain trust
- Take manageable bites

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# Questions?



## Contact:

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*This educational session is enabled through the generous support of the  
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