

2024 VIZIENT CONNECTIONS SUMMIT

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# Clinical Insight, Supply Chain Impact

**Dena C. Jackson**, Vice President, Sourcing  
Supply Chain Services Executive, Kaiser Permanente

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Otolaryngologist – Head & Neck Surgeon, KPNW

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# Learning Objectives

- Discuss methods used to incorporate clinical expertise into supply chain management.
- Compare the benefits of using enterprise contracts versus facility-level contracting to improve supply chain management.

# Clinical Insight, Supply Chain Impact

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# Strategic Value Spectrum – Achieving The Leap



## Little or No Process

- No clinical engagement
- Clinician concern with quality
- Patient perception regarding quality
- Negative Impact to brand



## Clinical Input

- Team approach with partnership between sourcing and clinicians
- Leverage volume and commitment to standards
- Low cost with high quality = value to patient and enterprise



## Clinician Buy In / Standardization

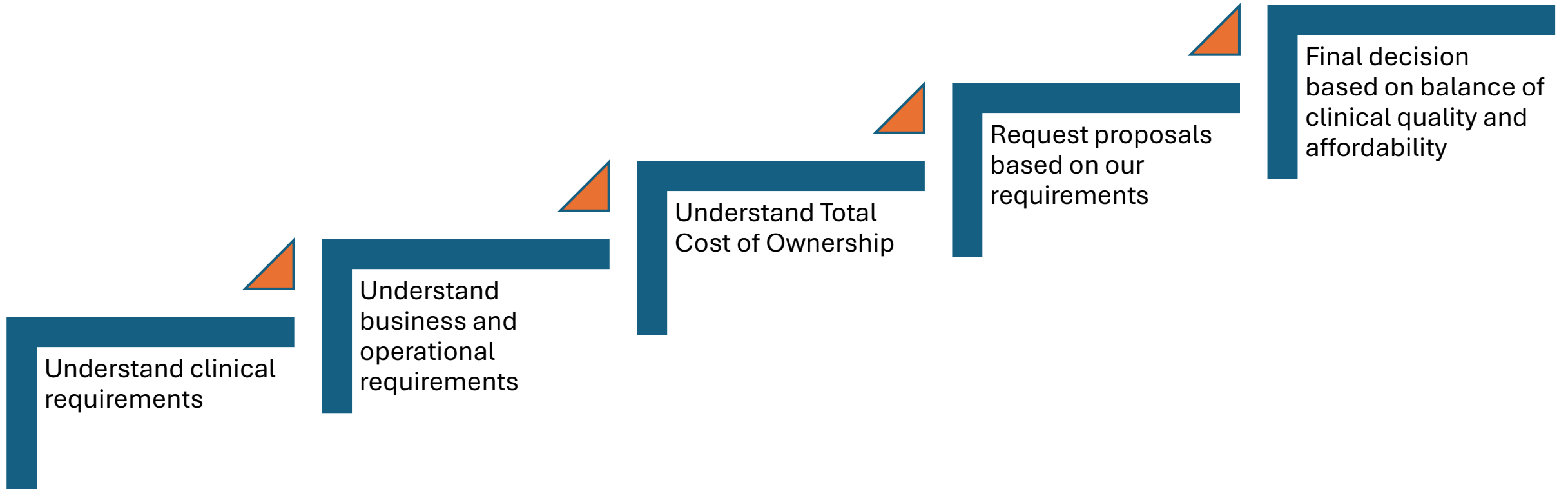
- Administrative support for clinician led teams
- Trusted subject matter expert representation
- Robust exception/new product process



## "The Leap" - Beyond Price Based Savings to Value Based Use

- Supply chain digital transformation
- Enterprise level contracting
- Robust contract rationales and clinical use guidelines
- Well communicated decision support
- Well resourced local implementation structure

# What does Supply Chain and Clinical Collaboration Look Like?



# Making "The Leap"



## Supply Chain Digital Transformation



## EMR Enhancements to support Product Use Lifecycle strategy

Digital Vendor communication



## Resources

Revamping Local Product Councils to support contract adherence

Project implementation support to drive Value Based Use Guidelines

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# Start Small...Think Big

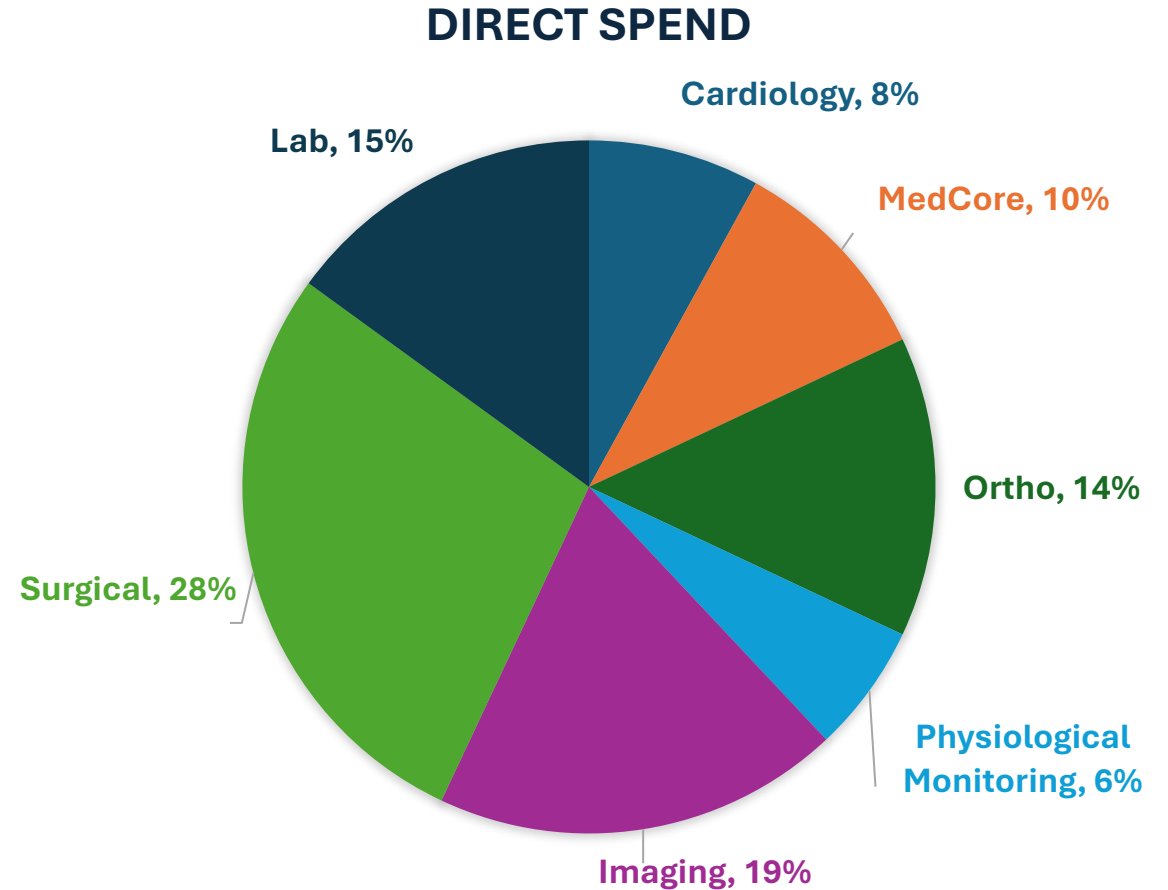
~\$4B Annual Direct Spend

~\$52M Average Annual Value

~1000 Enterprise Contracts

~790 Team Members (575 Clinical)

~80 National Product Council (NPC) Teams



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# Lessons Learned

- Stay patient and be persistent
  - Start small, scale up for major improvements
- Collaborate for Success
  - Effective sourcing decreases price, clinical engagement delivers appropriate utilization

# Key Takeaways

- Value Based Use
  - The primary driver of maximal value is appropriate utilization, not price
- Unified Approach
  - Clinical partnership enhances supply chain ability to drive value
- Strategic Planning
  - Strategic planning elevates value and efficiency
- Small Steps, Big Gains
  - A unified clinical/supply chain approach is possible regardless of your organization's current position on the value spectrum

# Questions?



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