

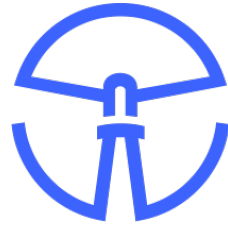
2024 VIZIENT CONNECTIONS SUMMIT

vizient.

# REFLECTION

REFLECT | ADAPT | EVOLVE





**BEACON**  
ORAL SPECIALISTS

vizient.

# Leading Practice: Data-driven Procurement & Inventory Management

Quin Cromer, Director of Procurement, Beacon Oral Specialists

REFLECTION

# Disclosure of Financial Relationships



Vizient, Inc., Jointly Accredited for Interprofessional Continuing Education, defines companies to be ineligible as those whose primary business is producing, marketing, selling, re-selling, or distributing healthcare products used by or on patients.

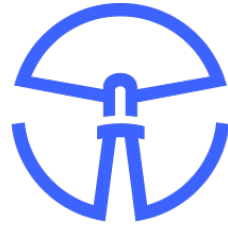
An individual is considered to have a relevant financial relationship if the educational content an individual can control is related to the business lines or products of the ineligible company.

No one in a position to control the content of this educational activity has relevant financial relationships with ineligible companies.

REFLECTION

# Learning Objectives

- Discover how technology can modernize your procurement and inventory management processes
- Learn how to leverage data to drive procurement and inventory management results



**BEACON**  
ORAL SPECIALISTS

vizient.

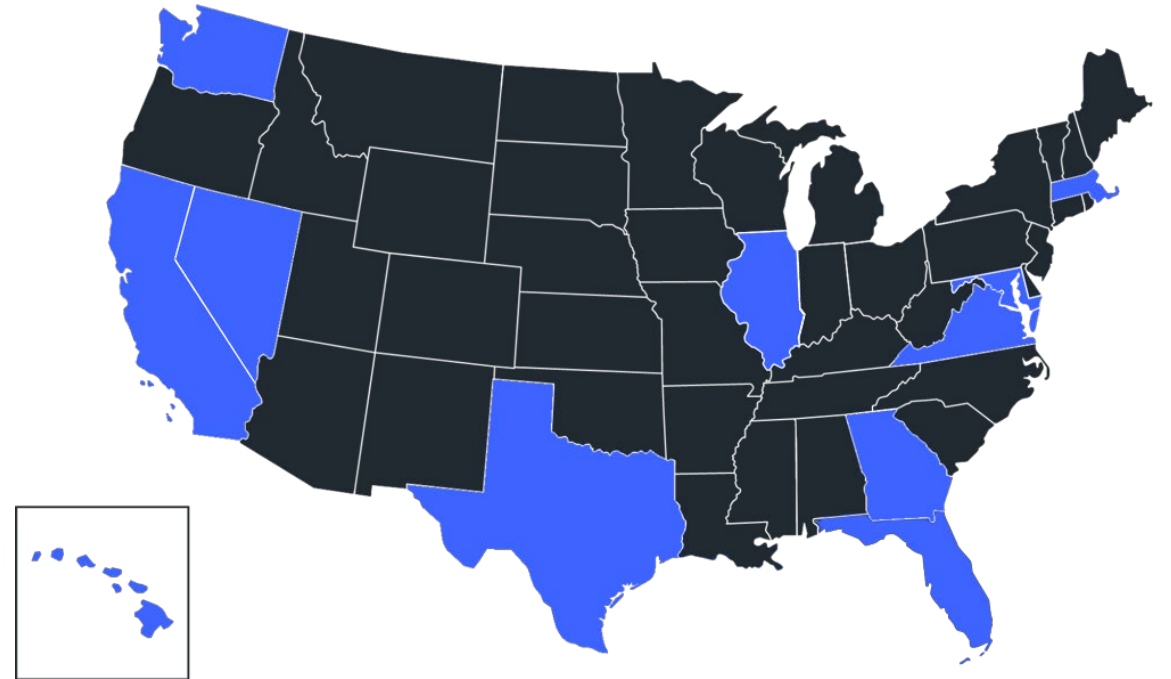
# Leading Practice: Data-driven Procurement & Inventory Management

Quin Cromer, Director of Procurement, Beacon Oral Specialists

REFLECTION

# Company overview

- Founded and run by oral surgeons, we exclusively work in the field of oral surgery.
- 121+ surgeons
- 93+ offices
- 29+ practices in 11 states & growing!
- Oral Surgery Support Services
  - Human Resources
  - Marketing
  - IT
  - Operations
  - Finance and Accounting - **Including Procurement and Inventory Management**
  - Compliance
  - Payor relations and Recruitment



# Modernizing with technology

- Leading practices
  - Diligent use of a flexible cloud-based software built to meet the needs of clinical staff and our finance team
  - Gather your functional requirements carefully and select modules that fit your business needs
  - We chose the following functions to focus on with our procurement system
    - Purchasing
    - Receiving
    - Inventory counts
    - Accounts Payable integration enabled by receiving and technology
  - Scale your implementation using phases by module OR by location
- Benefits of going digital
  - Manual paper process to digital ordering = less mistakes and more control
  - Streamlined digital ordering providing a one-stop shop for purchasing
  - Faster ordering with all authorized vendors in one place via a vendor catalog
  - Ability to set and manage to standards via digital contract management
  - Better information flow and insights reduces low stock, back orders, etc.
  - Ease of use: Our users are purchasing, receiving and providing patient care so the process must be simple and effective
- Impact
  - Time savings – purchasers spend at least 1 hour less per week ordering
  - Efficiency – most employees only require one training session since the system is user-friendly. With our turnover, we are currently training 3 to 4 people per week.

# Data-driven procurement

- Leading practices
  - Standardize purchasing
  - Establish preferred vendors with priority levels
  - Setting and managing a formulary
  - Explore ideal substitutions and/or alternatives
  - Take your time to set up the proper approval processes
  - Track and monitor item adds and user additions
- Report types – Analytics tool
  - Analytics
  - Usage
  - Adjustment
  - Purchasing
  - Price comparisons
- Impact
  - Reduced COGS 9% in 2023 and additional 5% in 2024 so far
  - Price accuracy with invoice price verification stops us from overpaying!



# Data-driven inventory management

- Leading practices

- Receiving, receiving, receiving – done by clinical staff in our offices – enables us to track inventory live
- Monitor our invoices to ensure that we pay the right price and receive the right items
- Leverage 3-way matching to ensure that there are fewer discrepancies
- Enable insight into the auto substitutions
- Quarterly inventory counts to true-up inventory on hand
- Monitor our usage monthly and track the velocity of supplies quarterly
- Review and determine par-levels quarterly
- Scanners – allow for quick visual reference to usage and it creates efficiency with usage; our teams want to use the scanner!

- Impact

- Streamlined ordering, usage of scanners allows more flexibility and speed
- Reduced inventory by \$651K (a 12% decrease) in 2024 with implementation of quarterly inventory counts and usage reporting

# Lessons Learned

## Things to do

- This will not work without establishing your preferred vendors
- After establishing preferred vendors, review your purchase history to make sure your standards are being purchased
- Make sure that your purchasers understand the importance of their role during training. Set expectations upfront!

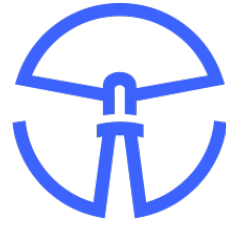
## Things to avoid

- Putting too many things in your catalog – establish expectations in the beginning before you have too many items!
- Lack of communicating changes – create a procurement newsletter!

# Key Takeaways

- Moving from paper-based systems to digital systems saves time
- Using technology enables powerful analytics using procurement and inventory data to drive impact
- Collaborate with staff about the system and processes to receive feedback
- Scale your implementation using phases by module OR by location

Questions?



**BEACON**  
ORAL SPECIALISTS

vizient.

Contact:

Quin Cromer, [qcromer@beaconoralspecialists.com](mailto:qcromer@beaconoralspecialists.com)

REFLECTION