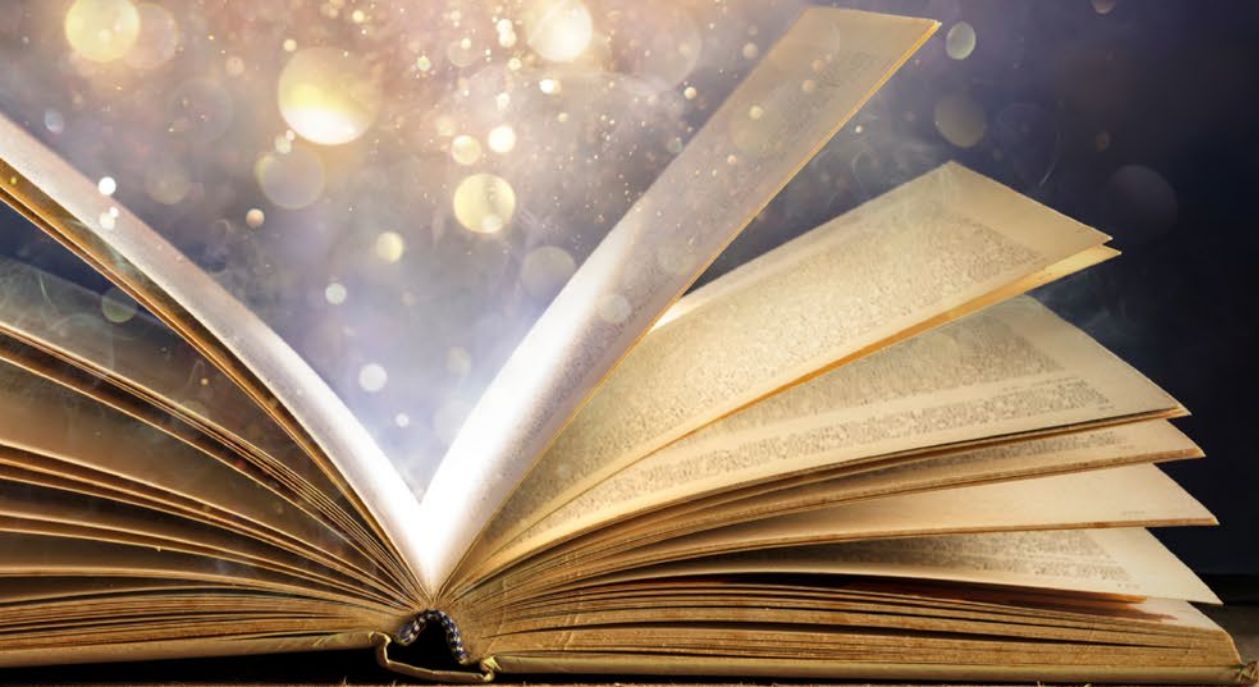


VIZIENT CONNECTIONS SUMMIT

*imagine*  
THE POSSIBILITIES



vizient.



# Redefining Our Approach To Commodities With RAPID

**D. Trent Gee**, CMBA, CPSM, WTA  
Sr. Director, Category Management

**Chris Jones**, BSN, MHA  
Clinical Program Manager, AAMS, Clinical Program  
**Intermountain Health**

# 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 have relevant financial relationships with ineligible companies.

# Learning Objectives



- Identify a streamlined process to make commodity decisions.
- Discuss using team, data and savings structures to manage commodity spend.



# Redefining Our Approach To Commodities With RAPID

**D. Trent Gee**, CMBA, CPSM, WTA  
Sr. Director, Category Management

**Chris Jones**, BSN, MHA  
Clinical Program Manager, AAMS, Clinical Program  
**Intermountain Health**



# What is a commodity?

- Same fit, form, and function
- Minimal clinical impact
- Low cost, high use
- Available from multiple suppliers
- System-wide impact



*imagine*  
THE POSSIBILITIES



# Redefining Our Approach to Commodities



Expedited, representative decision-making process

- **Purpose**

- Create an agile and expedited approach for commodity categories to deliver value
- Enable Value Analysis Teams (VAT) to focus on highest impact, critical items, with high change management.
- Redefine the term 'commodities'.

- **The Why**

- **Hypothesis:** tourniquets, hot/cold packs, electrodes, and stents should not require the same process rigor.
- **Baseline:** 41,000 items representing \$200M in annual spend are used in fewer than 3 hospitals.
- **Why:** Reducing unnecessary variation creates savings, operation efficiencies, and consistent experiences for patients and caregivers.

- **The Process**

- Leverage a core group 'tiger team' to provide timely, representative feedback.
- Utilize the inform/consult/review approach.
- Strive to achieve a 35%-75% reduction in decision process time.

# Commodity Product Approach



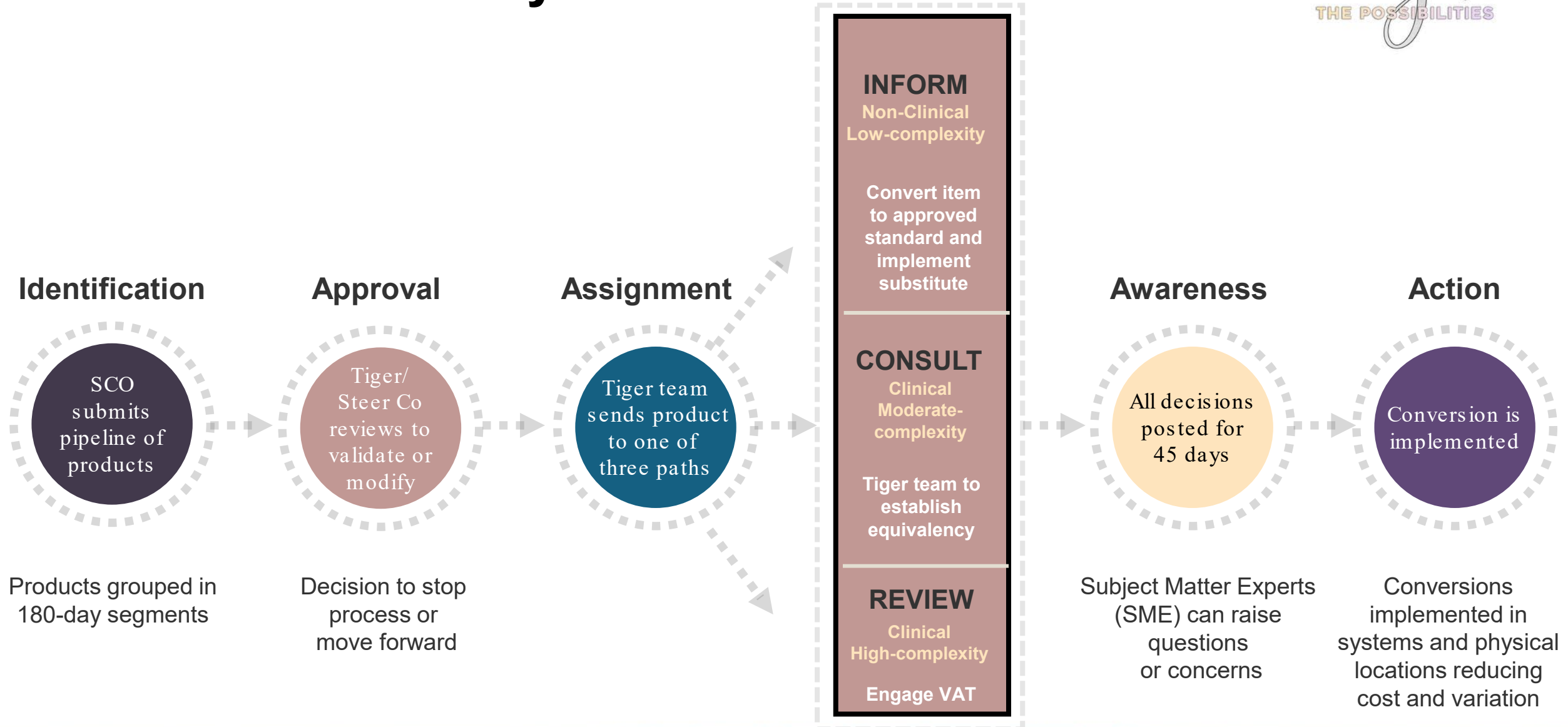
## The process:

- Supply Chain Organization (SCO) generates a pipeline (goal 180 days) of categories/products with proposed approach .
- Steering committee (SCO Procurement Officer, Chief Clinical Shared Services Officer, VP Nursing Strategic Operations), and a tiger team to review and validate/modify approach.
- Pipeline will be published to the organization.

Approach	Action	Products	Examples
Inform	Convert item to standard/approved substitute	<ul style="list-style-type: none"><li>• Nonclinical</li><li>• Low complexity</li></ul>	<ul style="list-style-type: none"><li>• Limited use/low complexity (bedpans, wash basins, batteries)</li><li>• Nonstandard items (non-clinical)</li></ul>
Consult	Consult tiger team to establish equivalency	<ul style="list-style-type: none"><li>• Clinical/non-clinical</li><li>• Moderate complexity</li></ul>	<ul style="list-style-type: none"><li>• Non-standard (clinical)</li><li>• OR towels, casting and splinting, needles and syringes)</li></ul>
Review	Engage VAT and other stakeholder groups to establish clinical acceptability	<ul style="list-style-type: none"><li>• Clinical</li><li>• High complexity</li></ul>	<ul style="list-style-type: none"><li>• Sensitive clinical items/significant education/process change required</li></ul>



# Our Full Commodity Process



# RAPID Program– Savings Value Q1 2025



## Zip Lock Bags

- Enterprise Wide
- \$2,995 Savings
- 31 SKU Reduction

## Reaching Tools

- Enterprise Wide
- \$1,800 Savings
- 4 SKU Reduction

## Crutches, Canes & Walkers

- Enterprise Wide
- \$24,000 Savings
- 8 SKU Reduction

## Enemas & Bags

- Enterprise Wide
- \$26,200 Savings
- 19 SKU Reduction

## Pill Splitters/Cutters

- Enterprise Wide
- \$146,079 Savings
- 8 SKU Reduction

## Personal Oral Hygiene

- Enterprise Wide
- \$47,162 Savings
- 18 SKU Reduction

## Lubricating Jelly

- Enterprise Wide
- \$7,305 Savings
- 21 SKU Reduction

## Soaps/Sanitizer Bottles

- Enterprise Wide
- \$5,000 Savings
- 41 SKU Reduction

## Shoe Covers

- Enterprise Wide
- \$25,467 Savings
- 27 SKU Reduction

## Plaster Casting

- Enterprise Wide
- \$2,827 Savings
- 32 SKU Reduction

## Finger Splinting

- Enterprise Wide
- \$6,098 Savings
- 140 SKU Reduction

## Bacitracin Ointment

- Enterprise Wide
- \$55,944 Savings
- 2 SKU Reduction

## Head Hygiene

- Enterprise Wide
- \$4,269 Savings
- 8 SKU Reduction

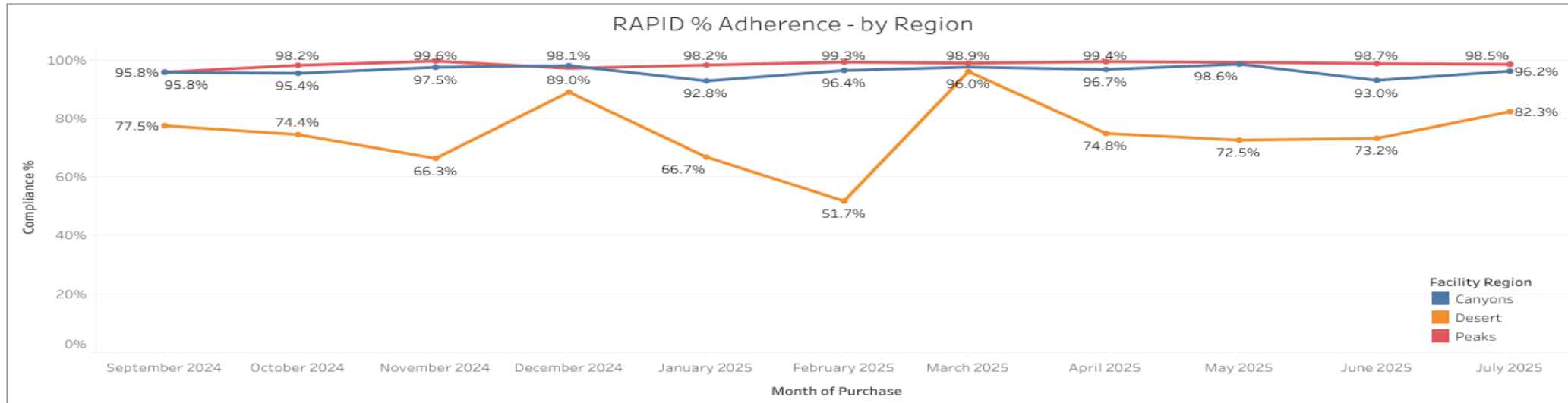
Savings total: \$355,146

SKU Reductions: 359

# RAPID Program Adherence

imagine  
E POSSIBILITIES

Enterprise Adherence - 12mo		Region Adherence - 12mo		Top 5 Non-Adherence Initiatives		
		Facility Region	Adherence	Initiative Name		Non-Adherence
Adherence %	96.39%	Canyons	95.82%	RAPID - STETHOSCOPES	Spend Adherence	\$49,611
					Adherence %	31.32%
Spend Adherence	\$3,027,133	Desert	76.57%	RAPID - ABDOMINAL BINDERS	Spend Adherence	\$15,913
					Adherence %	7.17%
		Peaks	98.36%	RAPID - FACIAL TISSUE	Spend Adherence	\$14,327
					Adherence %	0.76%
				RAPID - OB PADS	Spend Adherence	\$13,838
					Adherence %	27.97%
				RAPID - COLD AND HOT PACKS	Spend Adherence	\$9,942
					Adherence %	23.77%



This graph monitors the adherence trend of purchases direct from vendors and includes the Fulfillment Center adherence with the target of maintaining an upward trend.

# Lessons Learned



- Communication is key.
- Let people know who their process representatives are.
- Ensure a good feedback process.
- Develop a reporting and tracking process.
- Adjust as needed based on feedback.

# Key Takeaways



- Determine your why.
- Obtain senior leadership support.
- Define what is a commodity in your organization.
  - Focus on form, fit and function
- Define your process.
- Refine your data.
- Develop reports to share the progress.
- Communicate, communicate and communicate more.



# Questions?



*imagine*  
THE POSSIBILITIES

## Contact:

Trent Gee, [trent.gee@imail.org](mailto:trent.gee@imail.org)

Chris Jones, [Christopher.jones2@imail.org](mailto:Christopher.jones2@imail.org)