



Inflation and Driving to a New Trading Partner Relationship



SMI 2022 Fall Forum
Scottsdale, Arizona

Please Sign In

Our Panel



Tom Harvieux
Vice President and Chief Supply Chain Officer



David Dobrzykowski
Associate Professor of Supply Chain Management



Lisa Hohman
CEO



Keith LaFrance
Senior Director, Contract Strategy & Pricing



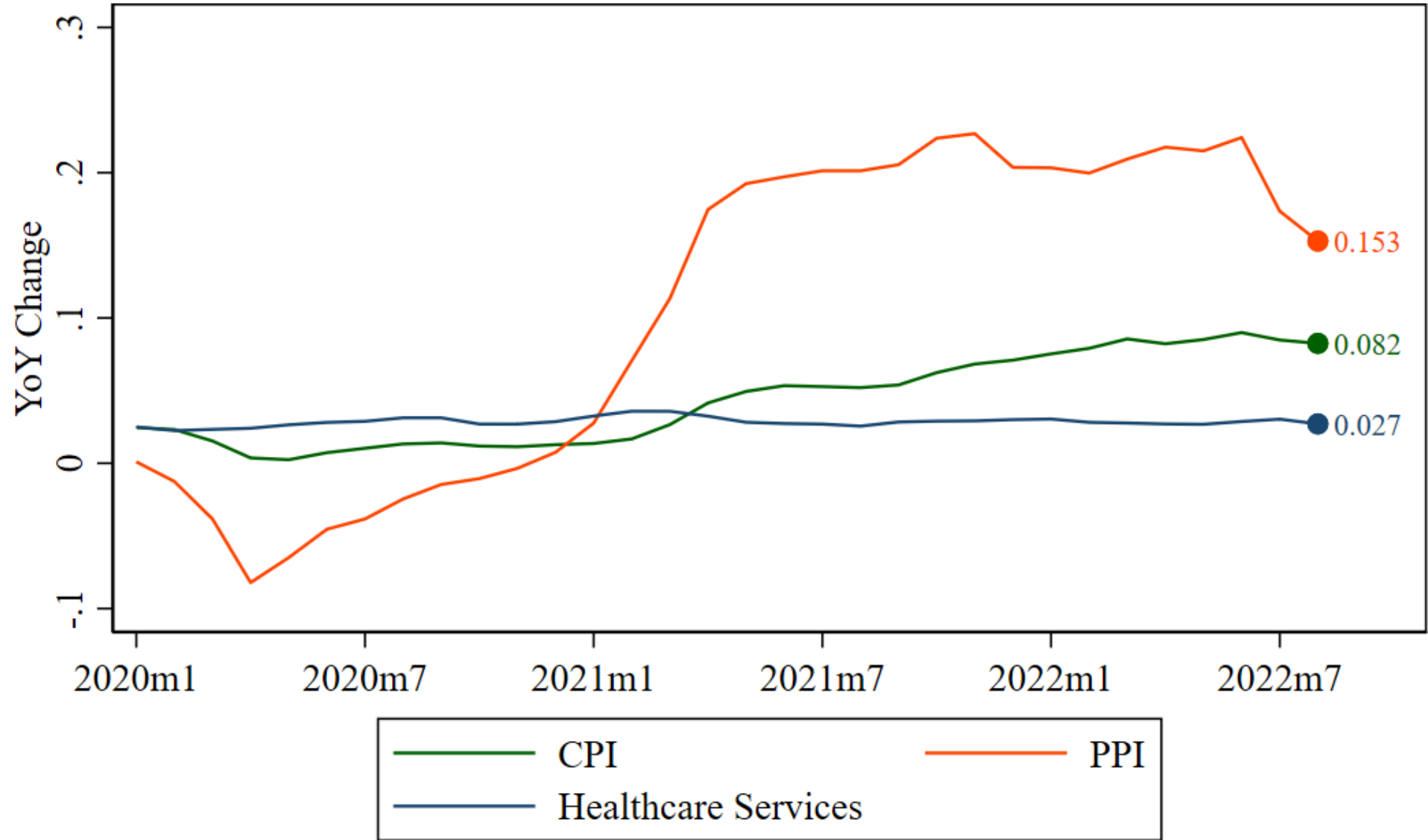
Target Outcome:

- Identify 3-5 new and creative ways that trading partners can work together to mitigate the impact of inflation

**Pricing and
Contracting**

Inflation & Healthcare Prices

Year-over-Year % Change, August 2022

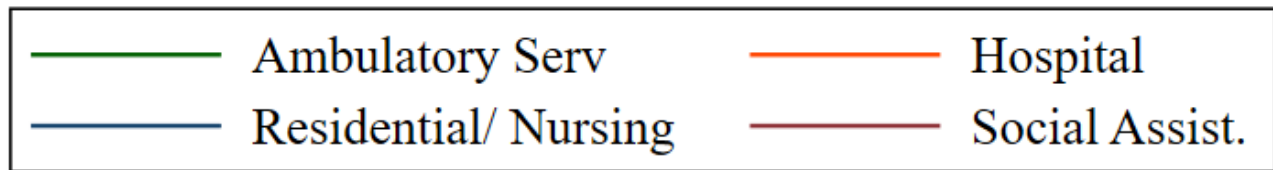
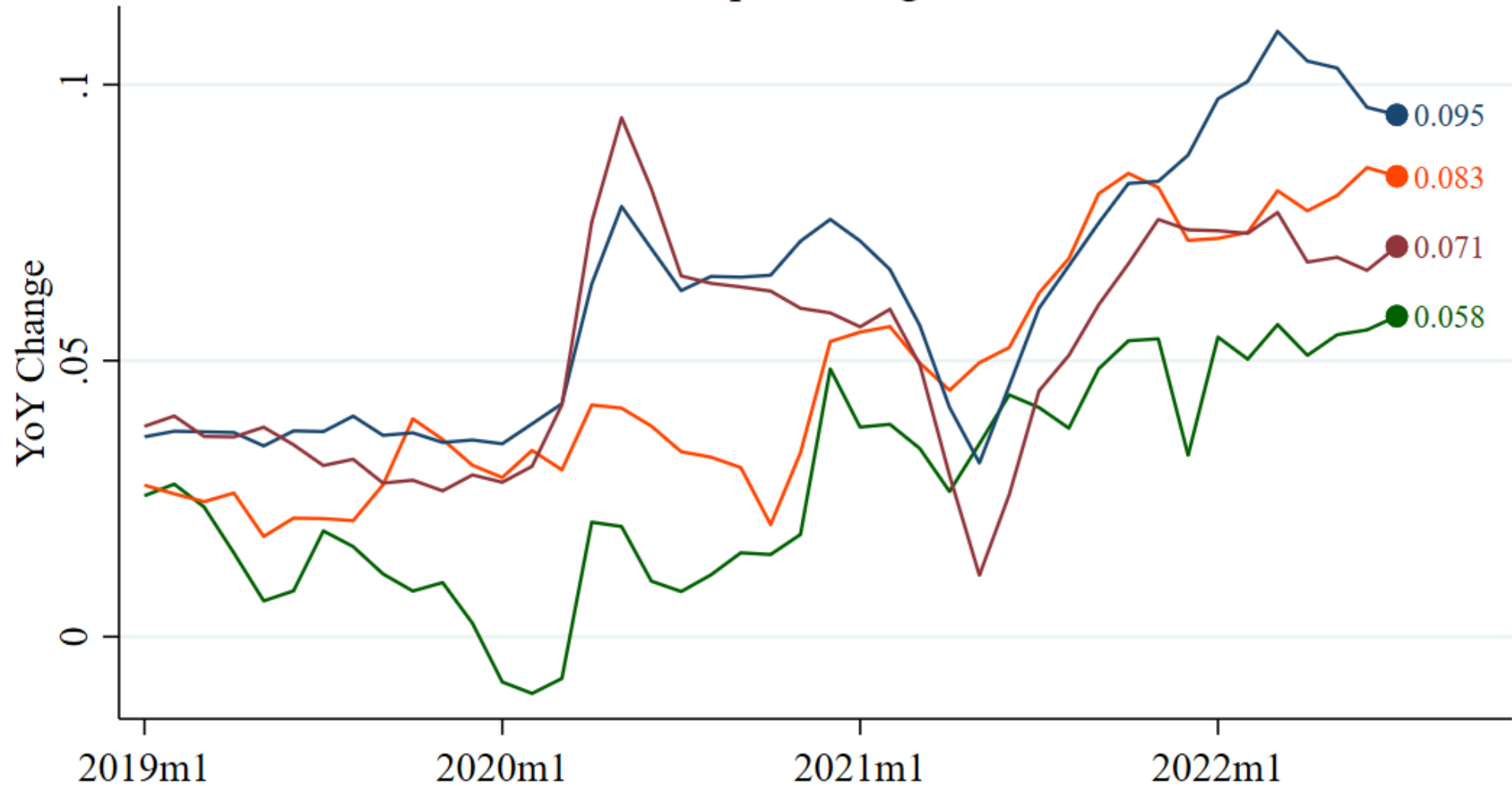


*PPI is by commodity classification



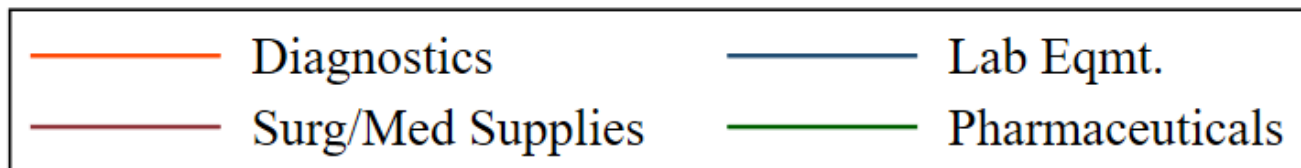
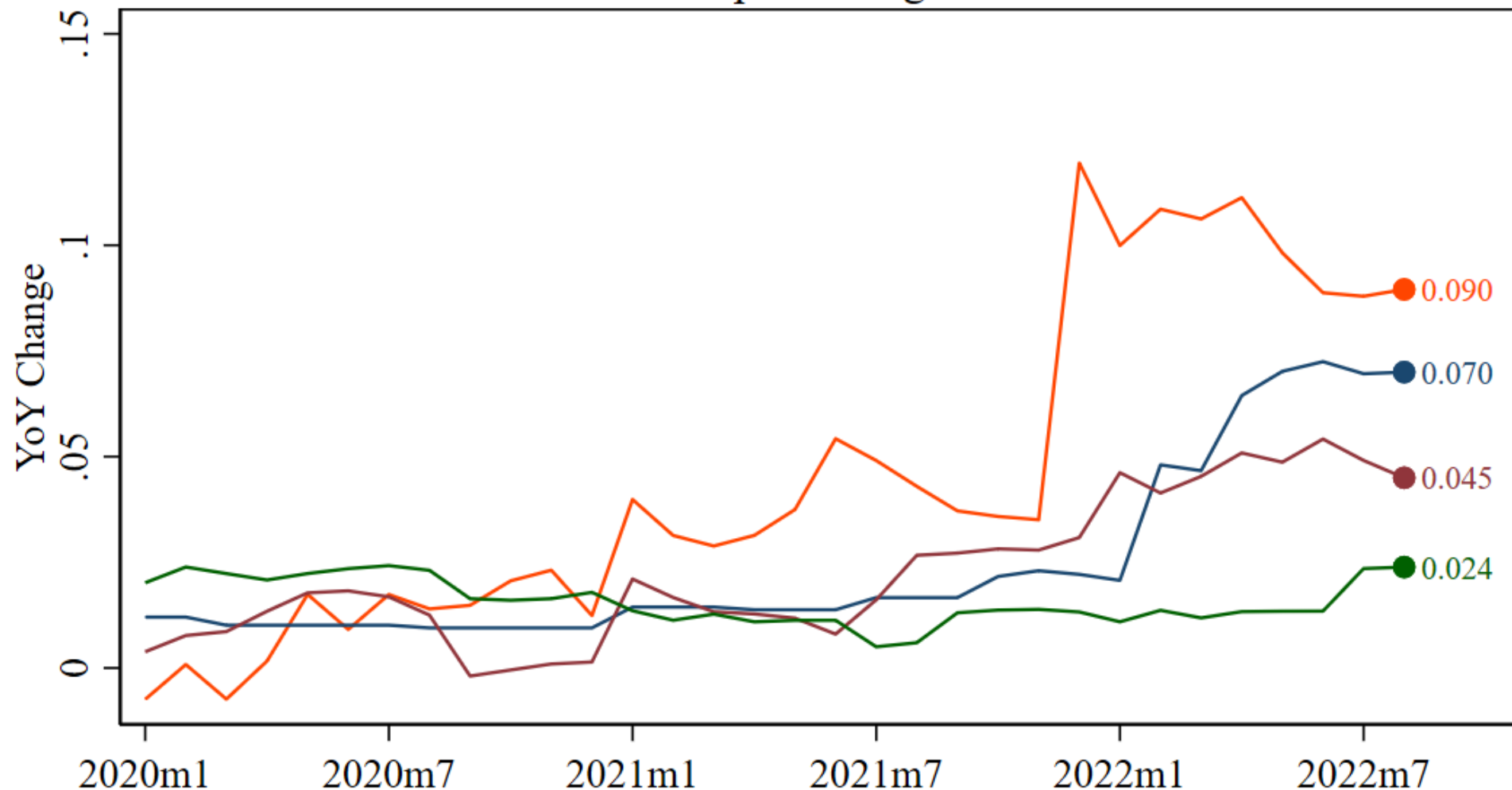
Hourly Earnings in Healthcare Services

Last data point: August 2022



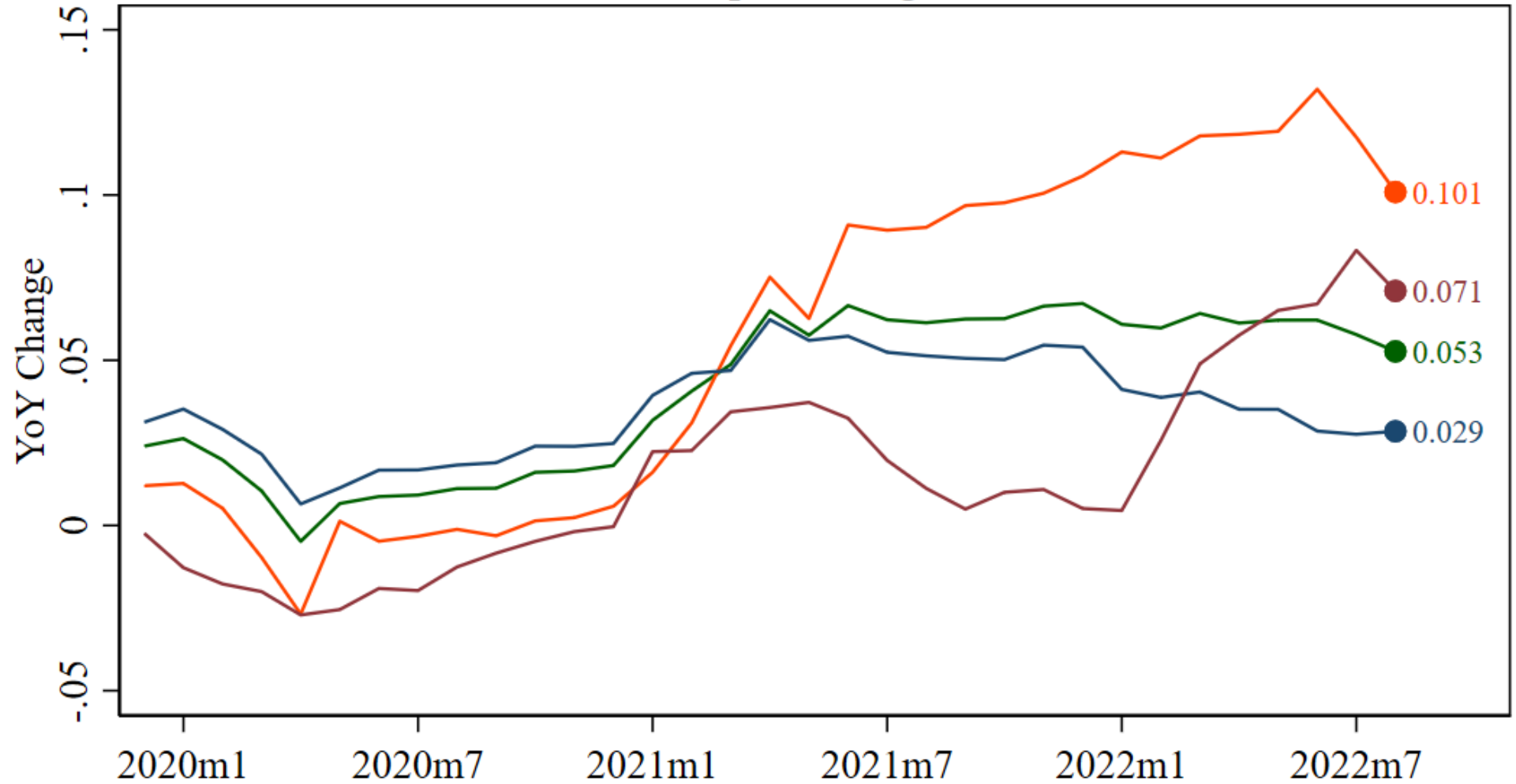
Pharmaceuticals, Hospital Equipment & Supplies(PPI)

Last data point: August 2022



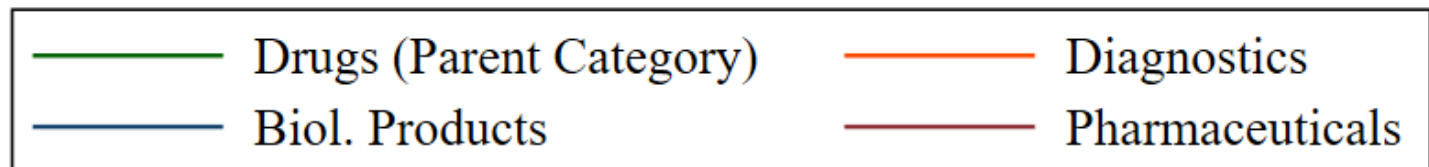
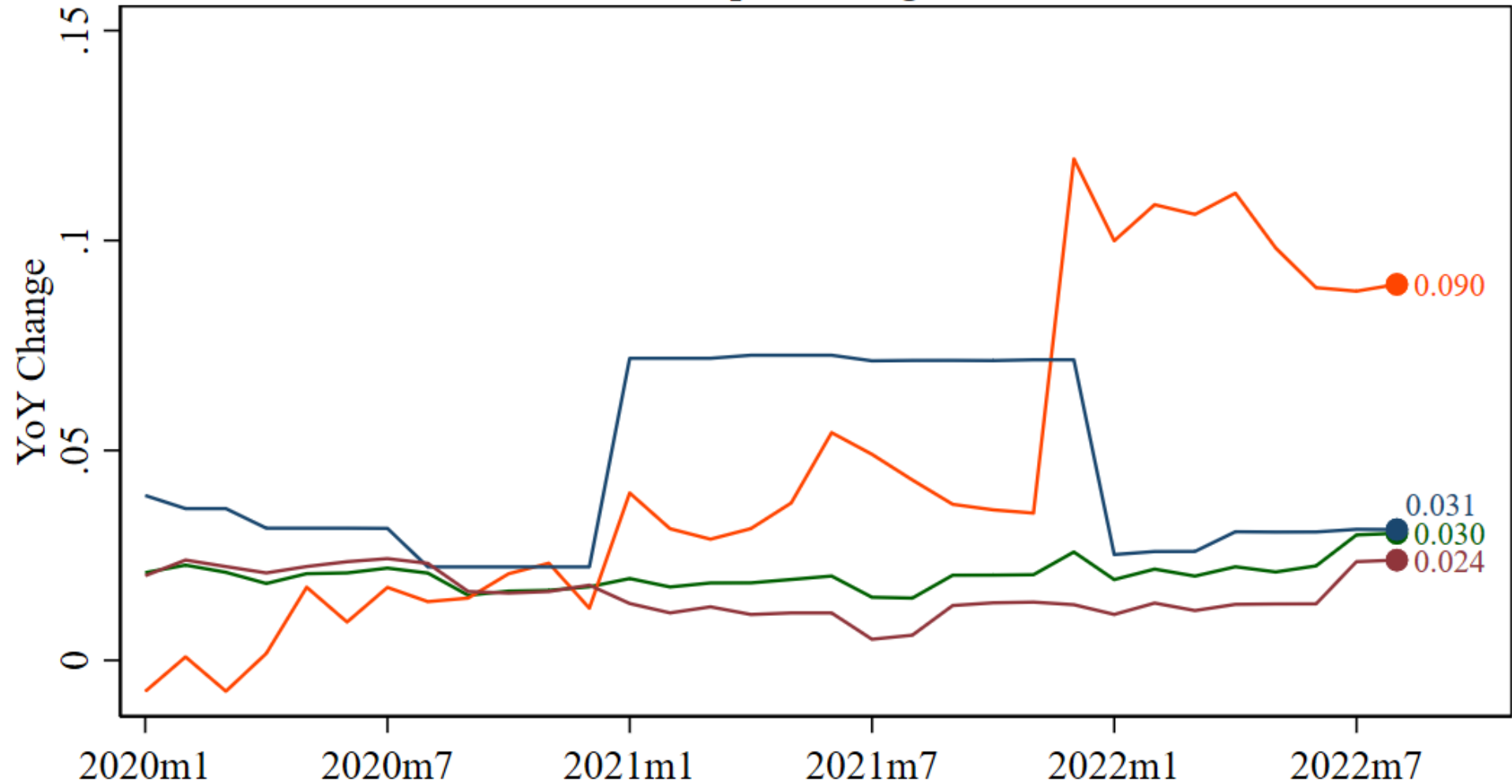
Inputs to Hospital Services

Last data point: August 2022



Drugs and Pharmaceuticals (PPI)

Last data point: August 2022



Ideas

**Partners Acting as a
Single Company:**
The Walmart Example

How should we talk to
each other to drive to
solutions?

Factors

What are the cost drivers in the end-to-end supply chain?

Stakeholders'
Perspectives

Discussion

- Facilitating Orders – where can we work together to reduce cost/unlock new value?
 - Labor
 - Automation
 - Information
 - Driving Down Waste
 - Ordering Efficiency

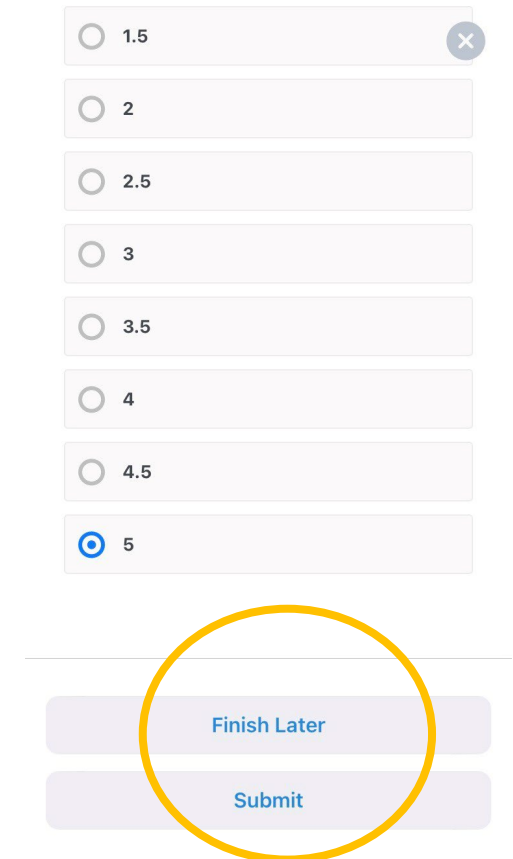
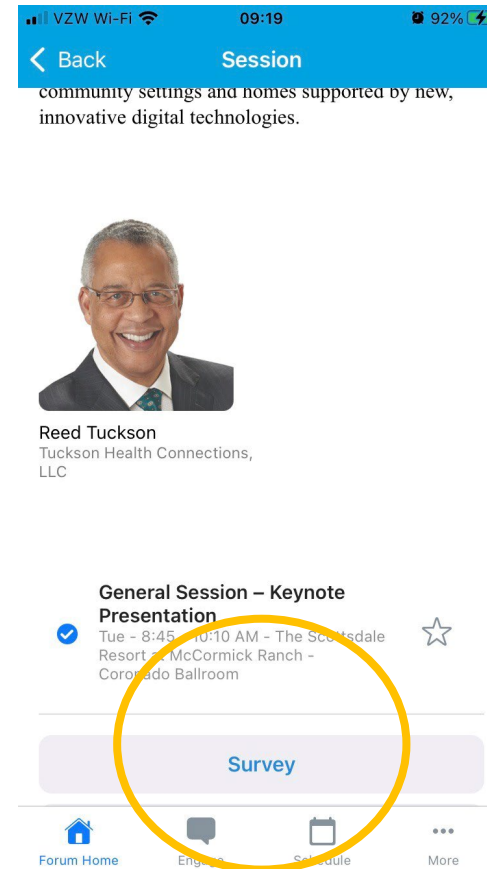
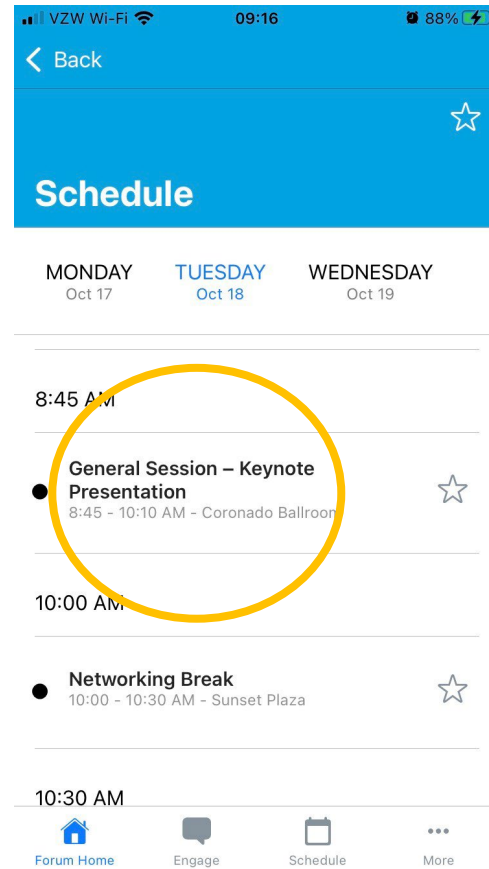
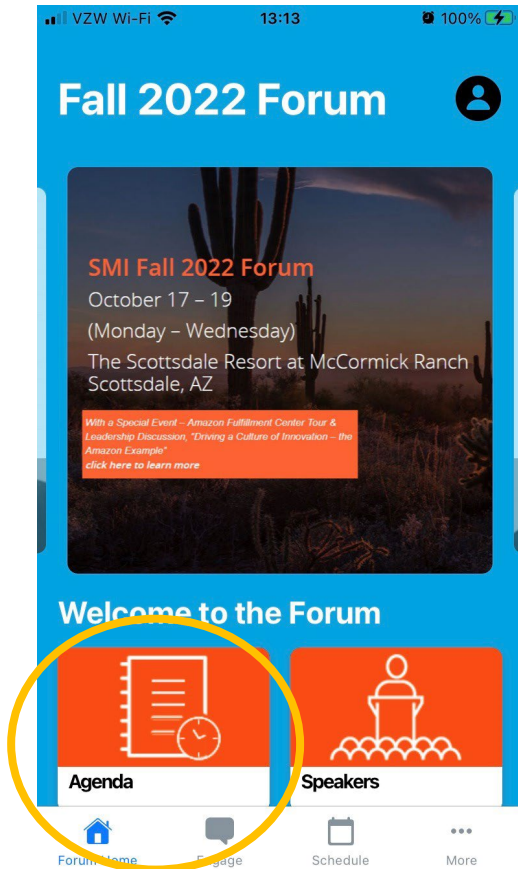
Discussion

- Managing Disruptions
 - Raw Materials
 - Finished Goods
 - Communication
 - Transparency
 - Visibility
 - Freight



Questions and Further Discussion

Please Complete your In-App Survey



Thank you for joining us!

Next Up:

- Please join us at 6 PM for an evening of Mexican food, fun, and networking under the stars.
- Please join us for a productive day tomorrow starting with breakfast from 7-8 AM and continuing at 8 AM with our Thought Leadership Council Meetings followed by general sessions.