



SMI HUDDLE CALL | Thursday, March 26, 2020 | NOTES

Facilitator: Nancy Anderson, SMI

Discussion Leader: Li Ern Chen, MD, SMI Strategic Advisor

Subject: How Supply Chain Can Support and Educate Clinicians Now To Reduce the Impact of Downstream Supply Shortages

OnDemand Video: <https://youtu.be/g9r-rp35fKo>

Time Commenced – 4:00 PM ET | Time Adjourned – 4:39 PM ET

TOPIC	DISCUSSION	ACTION/FOLLOW-UP
INTRODUCTION	<p>Li Ern Chen opened the discussion talking about supply shortages beyond PPE:</p> <ul style="list-style-type: none"> • Providers need to be visible with clinicians now to understand their pain points, uncover new needs, what are they running short on items outside of PPEs like 10' IV lines, keep in close communication • Suppliers need to determine plan after back to all elective work, what supplies will run short after the new SC normal is established <ul style="list-style-type: none"> ○ how are you mapping your supply chains back to their origin? ○ Create Gantt charts of current anticipated products and product lines ○ Connect with providers/clinicians so they can plan accordingly • There are elective clinicians that can help now with planning past COVID-19 	<ul style="list-style-type: none"> • SMI SC Continuity Team could explore mapping suppliers and identify risky, explore secondary shortages (John Lebowitz and Nancy Anderson to explore) • Related to production shortages and shutdowns, providers want to know where to go to see where secondary shortages will be – is there some place SMI can refer providers (John Lebowitz, Nancy Anderson, Joe Walsh and Li Ern Chen to explore)
UNIQUE WAYS ORGANIZATIONs OR COMMUNITIES ARE ADDRESSING THIS CRISIS	<ul style="list-style-type: none"> • In St. Louis schools are gathering supplies, cleaning agents, masks to donate and the city is determining a single collection point for all donations • Providers – as we are starting to find new products, clinicians need links to use and safety instructions – need to provide these instructions with links for new products • Appropriate use, utilization and less waste for these products • Lumere has clinically relevant attribute data (available on the SMI Resource Center), adding instructions for use • We need to be thinking about other supplies that go into PPEs, for example HEPA filters for ventilation • Can we identify providers that are going through real-time learning now, that could help those providers who are not yet on the path • Also, Providers working with other providers in their communities 	
WHAT SUPPLIERS CAN DO NOW FOR ELECTIVE SURGERIES	<ul style="list-style-type: none"> • Suppliers conducting extensive analysis on secondary suppliers, prioritize these product lines under current demand, accelerate production • Be mindful of inventory, products with back orders, trying to look at opportunity to have better availability • Follow the lead of your customer, stay out of way of providers, but respond if they reach out • Perhaps connect elective surgery suppliers with elective surgery clinicians to help prepare and plan 	



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FINANCIAL OUTLOOK	<ul style="list-style-type: none"> • For instrument trays, hospitals are using this time with less elective surgeries to service the trays, using mobile facilities, so that when elective surgeries re-emerge, instrument sets are fully functional, providers are taking advantage of this option to do all kinds of maintenance • It appears that China resumption for ALL INDUSTRIES is up to 85% this week as opposed to 75% last week, and utilization is up to 70% this week from 60% last week (outside of Wuhan) so it appears China manufacturing is returning to normalcy after 2 months • Will small companies be most effected – cash will be a major issue • Private equity firms may help smaller companies • Providers – perhaps having elective clinicians identify products they get from smaller companies, to get ahead, and see what can be used instead • SMI SC Continuity Team could explore mapping suppliers and identify risky, explore secondary shortages (John Lebowitz and Nancy Anderson to explore) • Related to production shortages and shutdowns, providers want to know where to go to see where secondary shortages will be – is there some place SMI can refer providers <ul style="list-style-type: none"> ○ possibly AdvaMed ○ Resilinc – mapping additional resources, possible exchange program 	
New Resources from SMI	<ul style="list-style-type: none"> • SMI COVID-19 Message Board: SMI COVID-19 MEMBER MESSAGE BOARD • SMI COVID-19 Resource Center: https://www.smisupplychain.com/smi-covid-19 • Virtual Forum is in development – more details coming soon 	
Next Meeting	Thursday, April 2 nd / 4:00 PM ET Email invite will be sent on Monday, March 30 th	