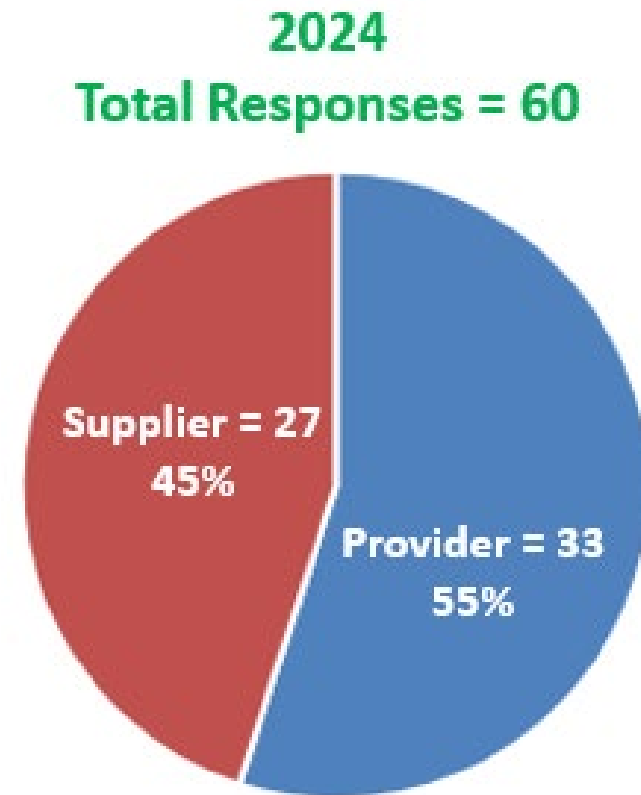
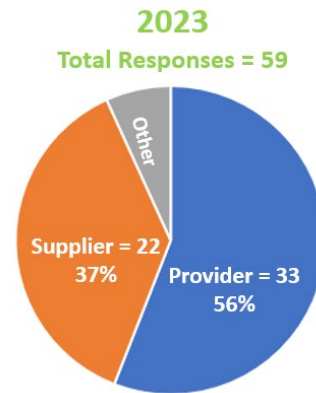
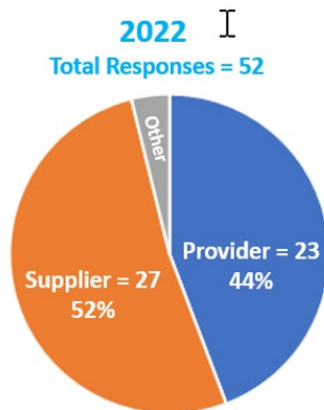
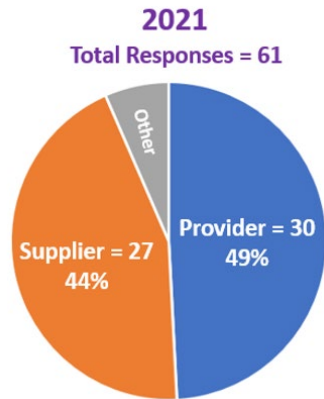




January 8, 2024 Quick Quiz Results

Budget Priorities for 2024 with Past 3 Years Comparison

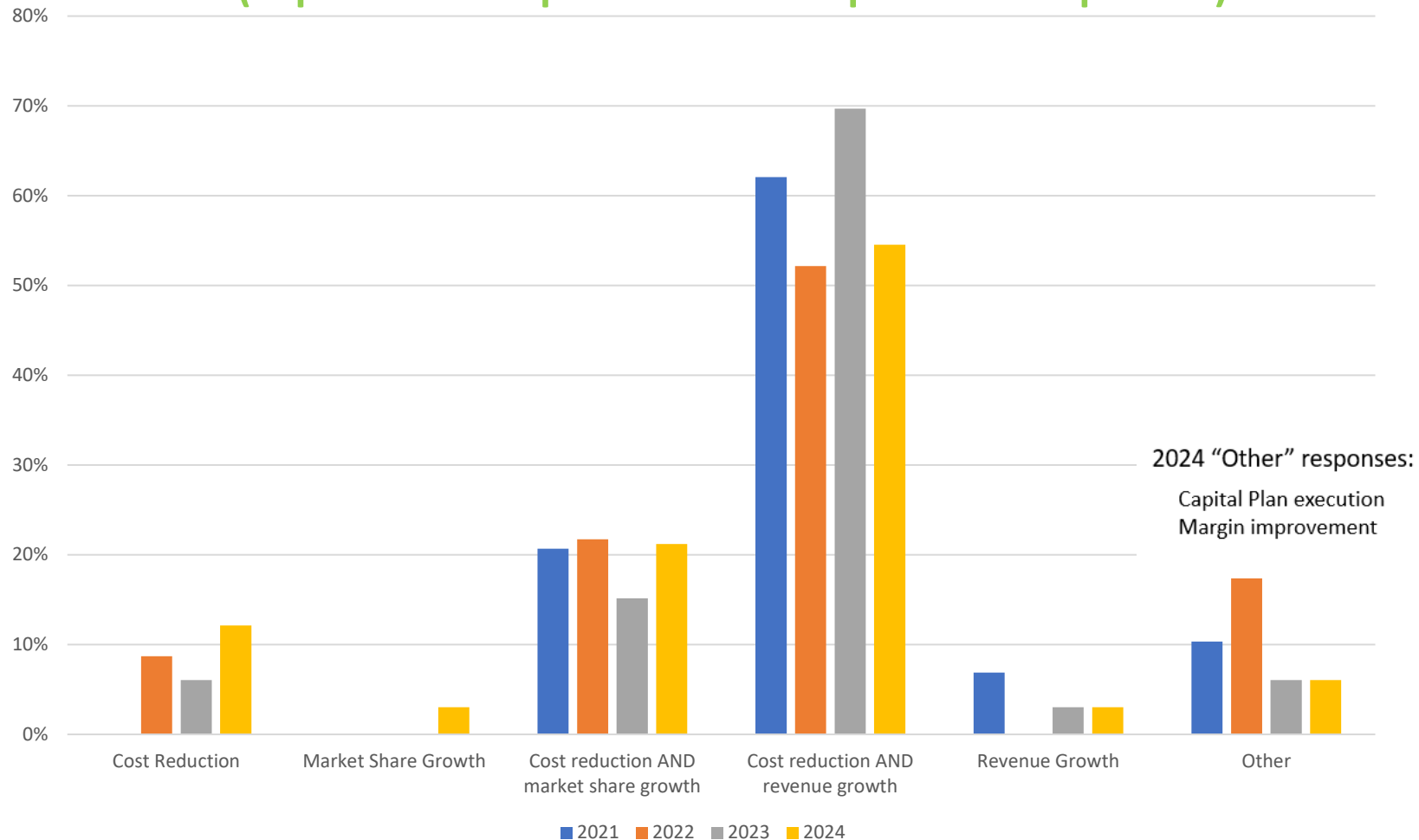




January 8 2024 Quick Quiz Results

FOR PROVIDERS

What is your organization's top budget priority?
(expressed as a percent of total provider responses)

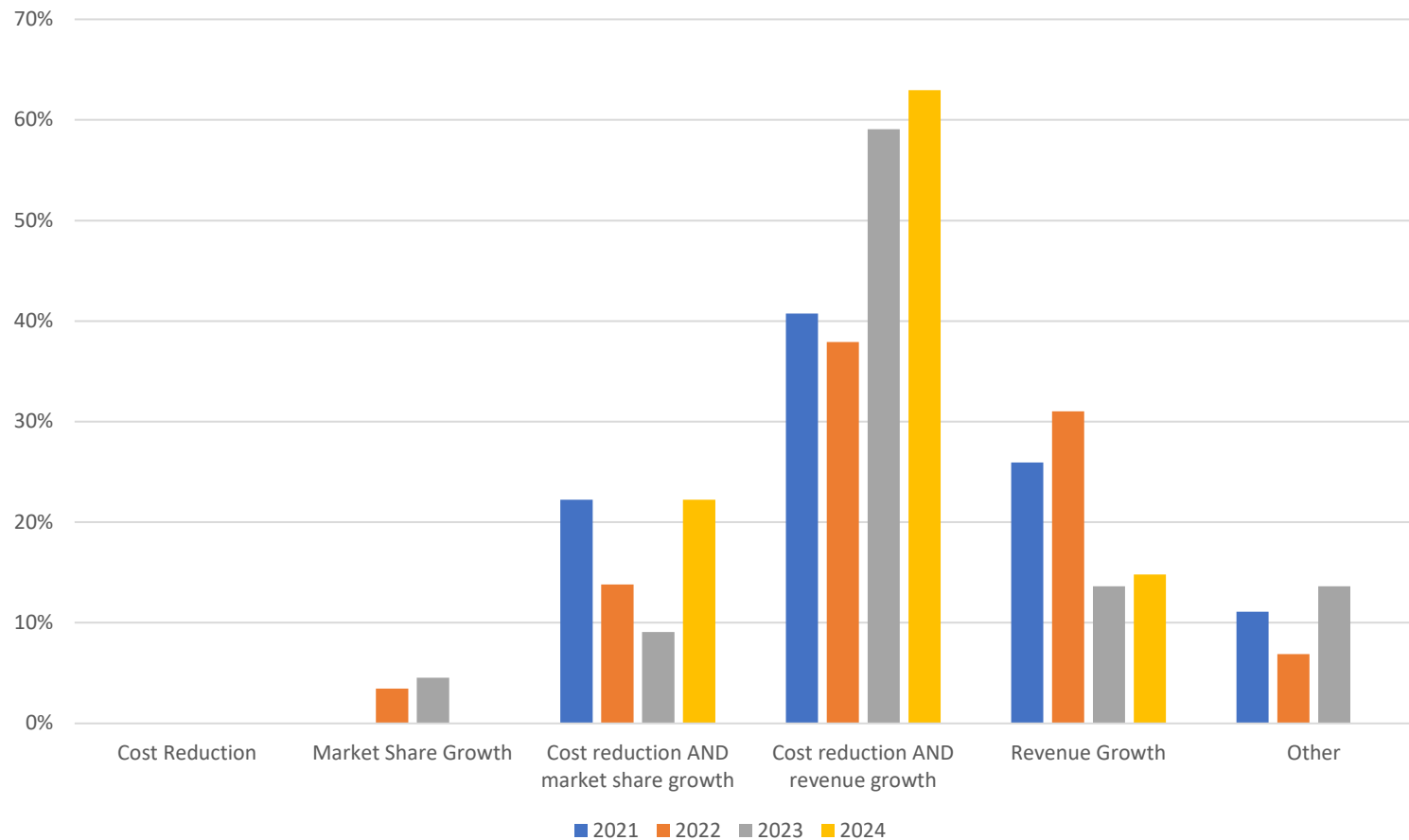




January 8 2024 Quick Quiz Results

FOR SUPPLIERS

What is your organization's top budget priority?
(expressed as a percent of total supplier responses)

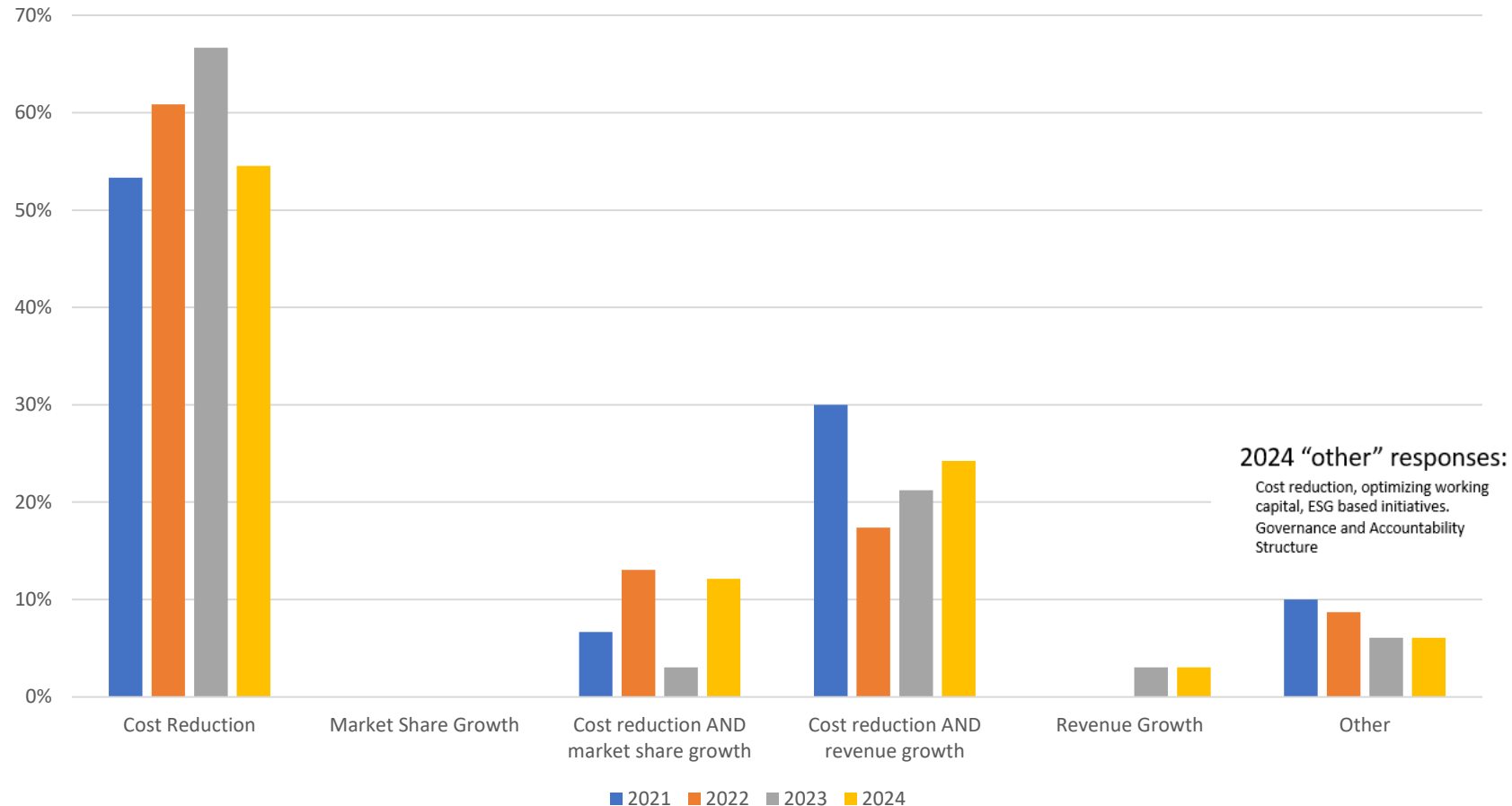




January 8 2024 Quick Quiz Results

FOR PROVIDERS

What is your department's top budget priority?
(expressed as a percent of total provider responses)

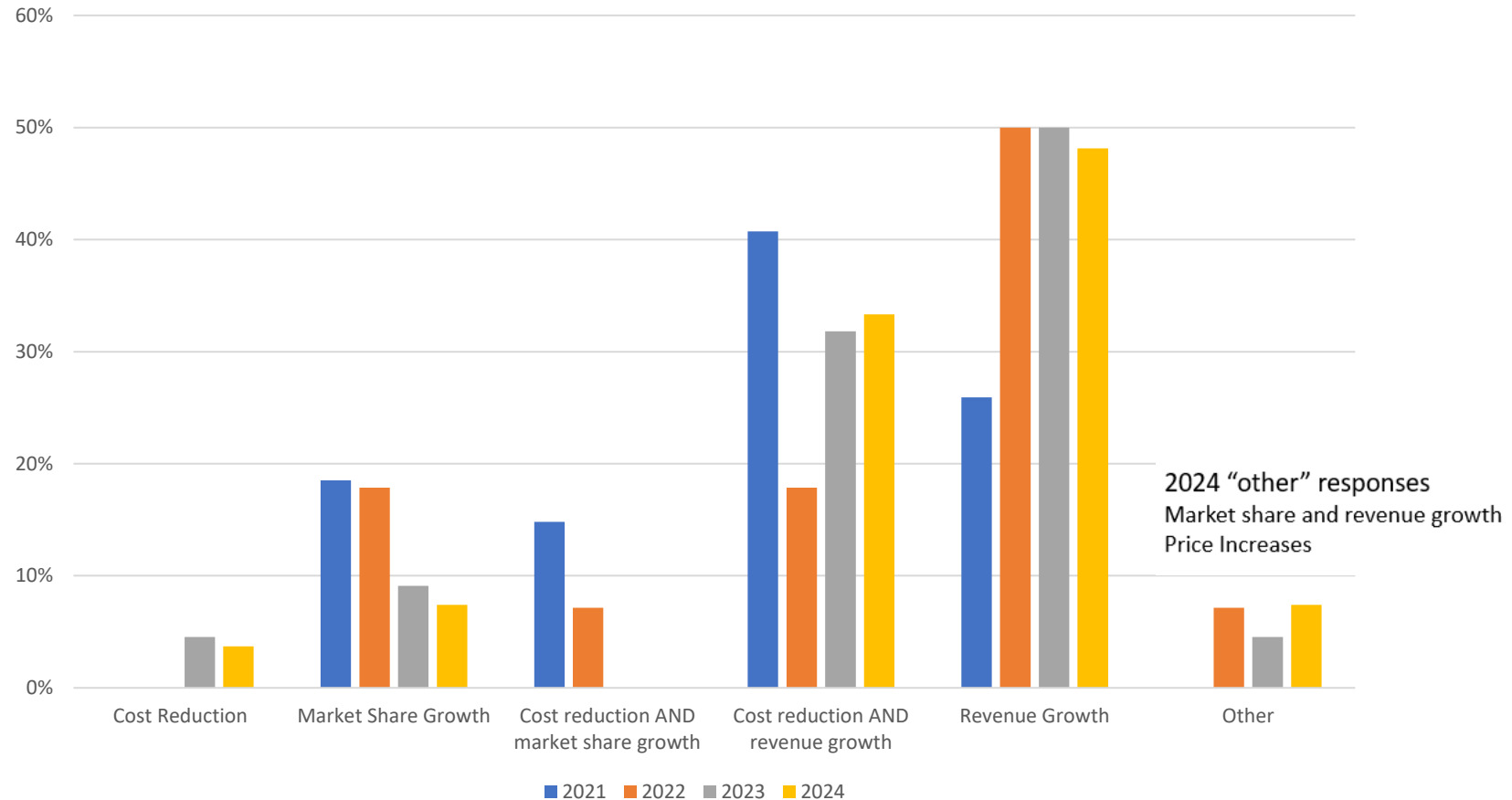




January 8 2024 Quick Quiz Results

FOR SUPPLIERS

What is your department's top budget priority?
(expressed as a percent of total provider responses)





January 8 2024 Quick Quiz Results

2024

Comments from Providers on 2024 vs 2023 Budget

2.5% blended increase over 2023
2024 brings with it the expectation to operate in the black for the first time in two years for our organization.
Aggressive goal around DE&I spend
All additional cost must be justified with a business case and projected ROI.
Bar is set high with expectation that Supply Chain will "go-find" and fill gaps (again).
Budget was reduced by 3%
Budget will not have any significant change. No new positions will be added.
CAPX is a very tight with extended life cycle considerations
Created COE (net neutral), streamlined leadership layers, otherwise fairly similar

Fewer resources
Flat
Focusing on opening new facilities.
Increases in 2024 plan were limited making it more difficult to offset increasing labor costs and other items subject to inflation. Must pursue revenue generating opportunities to help offset operating costs, in addition to other cost reduction activities of supply chain management.
It is getting much more difficult and challenging to produce the financial targets expected with growth in all areas of spend
Keeping to 2023 budget for 2024.
Lean and mean.
modest increases to supply expense.



January 8 2024 Quick Quiz Results

2024

Additional comments from Providers:

no specific changes for my budget
Our top priority is margin improvement.
Same
Same cost reduction, higher cost avoidance on slowing inflationary pressures
The expectations for our operating budget is that it remains flat. Therefore after salary increases and inflation of purchase services we are looking approximately a 7 to 8% cost reduction for our SCM operating bud

We are getting back to our strategic priorities and building capacity within the patient care organizational.
We are mid fiscal year July to June. Our costs are exceeding our budgets.
We've budgeted for inflationary factors; however, we have reduced the inflationary projection by 3% to accommodate our savings targets.



January 8 2024 Quick Quiz Results

2024

Comments from Suppliers on 2024 vs. 2023 Budget:

2023 was tight and we reduced costs through streamlining processes and utilization of technology. 2024 will be very similar to 2023, while we will execute towards increasing revenue.
2024 budget goals are similar to 2023.
Bigger budget for 2024
Budget for Expenses are going up 6% over 2023. Bookings quota up 11% over 2023 actuals.
Budget is flat but expenses have increased. Doing more with less is our mantra.
Budget is still tighter than year's past, but a bit more flexible than 2023.
Continued pressure to reduce cost year over year due to increased costs; commodity, transportation, and warehousing).

Down 3%
Flat to 2023
Increasing market share while reducing expenses.
Similar, but with more pressure on managing operating costs
single digit top line growth coupled with similar or greater margin growth to drive future investments
still budget challenges as supply expense continues to in; and customers (providers) are also challenged with Revenue.
The market industry I represent typically grows 2-3% and our revenue budget is over 10%



January 8 2024 Quick Quiz Results

2024

Individual Professional Goal Categories Ranked by Number of Responses:

1. Talent Management (same as 2023 top priority)
2. Operations Improvement
3. Leadership
4. Business Growth
5. Personal Development
6. Partnership Enhancement
7. More Fun

Turn the page to see how these categories and priorities compare to previous years...



January 8 2024 Quick Quiz Results

Individual Professional Goals Categories from Previous
Years ranked by number of responses:

2021

1. Leadership
2. Talent Management
3. Operations Improvement
4. Partnership enhancement
5. Personal Development

2022

1. Business Growth
2. Clinical Improvement
3. Leadership
4. Talent Management
5. Operations Improvement
6. Partnership enhancement
7. Personal Development

2023

1. Talent Management
2. Leadership
3. Operations Improvement
4. Personal Development
5. Business Growth
6. Partnership Enhancement



January 8 2024 Quick Quiz Results

And here are more details on the 2024 individual professional goals of SMI members:

Some specifics on goals in Talent Management:

Succession Planning
Team and Management Development
Mentoring for existing and new team members
Expanding teammates breadth of knowledge
Recruiting
Retention
Increase employee satisfaction

Responses on Leadership:

Lead supply chain merger
Recognition for innovation
Be more present with the team
Leadership development
Demonstrate impact and value
Migrate to a strategic mindset

Details on Operations Improvement:

Operations Improvement
Contract Management
Expanding Distribution
Systems optimization
Help drive effective clinical and financial outcomes
Standardization/Risk Mitigation
Staying flexible/Creating flexibility in our processes and systems