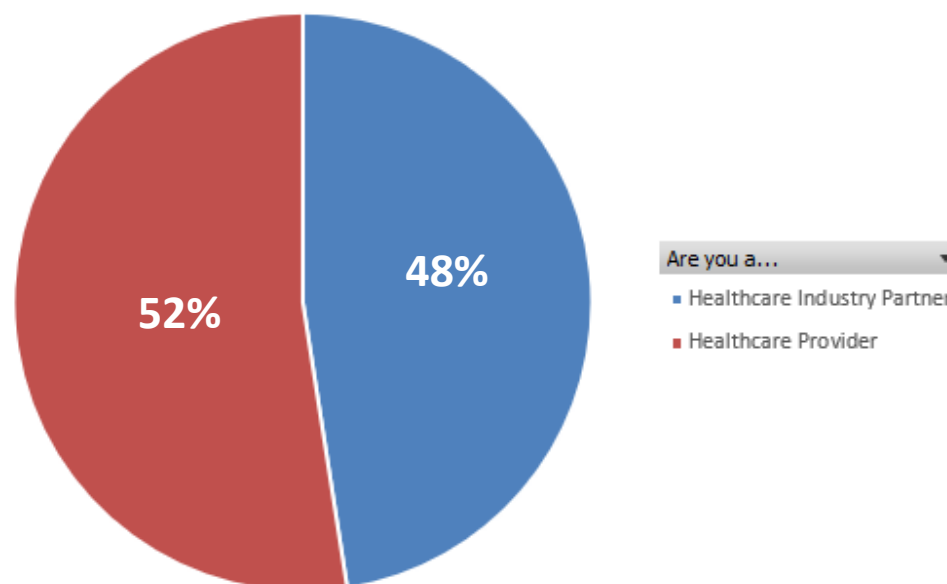




**April 1, 2024, Quick Quiz Results**

## **Key Priorities for Discussion at the SMI Spring Forum**

Total Responses = 61



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**April 1, 2024, Quick Quiz Results**  
**Key Priorities for Discussion at the SMI Spring Forum**

**Highest Priority Topics for Discussion at the Spring Forum**

**Providers**

<b>Understanding and using AI to drive process improvements, efficiency, and transformation</b>
<b>Creating an Intelligent Supply Chain</b>
<b>Advancing the use of Data Standards across the supply chain</b>
<b>New models for collaborative trading partner relationships</b>
<b>Evolving Supply Chain models for alternate sites of care</b>

**Industry Partners**

<b>New models for collaborative trading partner relationships</b>
<b>Understanding and using AI to drive process improvements, efficiency, and transformation</b>
<b>Evolving Supply Chain models for alternate sites of care</b>
<b>The Clinically Integrated supply chain - where we are and where we need to go</b>
<b>Creating an Intelligent Supply Chain</b>



## April 1, 2024, Quick Quiz Results

### Key Priorities for Discussion at the SMI Spring Forum

Questions that Providers want to talk with Industry Partners about at the Forum

How are you approaching AI, and have you executed on any innovative solutions that help drive efficiency for providers?

What can we do to create efficiencies for trading partners?

How do we gain mutual value?

What is your organization doing differently today vs Jan 1, 2020?

Are you concerned about the changing dynamics between sales representatives and providers with the decline of in person meetings?

What areas are you investing in to assure supply resiliency across your global supply chain and to reduce operational costs?

What are your strategic goals and how can we partner if there is alignment on our goals?



**April 1, 2024, Quick Quiz Results**

## **Key Priorities for Discussion at the SMI Spring Forum**

Questions that Industry Partners want to talk to Providers about at the Forum

Do you have an example of what a truly "strategic partnership" looks like to you between a provider & supplier?

How can we collectively source materials to mitigate supply disruption and reduce overall economic pressures?

Do you have a governance plan with AI?

What is your most concerning pain point?

How can we best communicate how and where product is shipping from between a customer and their supplier to help maximize understanding of potential impacts?

How do you build stronger bonds between Supply Chain and Pharmacy Procurement?

How can we move from business reviews to more of a strategic partnering session where both partners have mutual KPI's that are agreed upon and we share accountability?



## April 1, 2024, Quick Quiz Results

### Key Priorities for Discussion at the SMI Spring Forum

The One Topic that Members most want to talk about at the Forum

AI and what applications are working today and what applications should we be considering?

What is essential for a collaborative relationship?

What are the top five concerns facing providers today

Addressing labor challenges and progress being realized

Sustainability

What technology solutions are bringing highest value to member organizations?

ERP build and implementation experiences.

How we can best use data in a meaningful way

Understanding the shift to alternate sites of care and how providers are working differently with trading partners based on reimbursement

How do you pick one topic? I would like to understand how fellow members are prioritizing with so many competing interests and if any have restructured to accommodate a shift in priority or the way they work post pandemic.

Demand Planning

Ideas on growing talent

Onshoring/nearshoring

Creating of models for a mutual exchange of value.

Strategy for innovation implementation while considering constraints on finances



April 1, 2024, Quick Quiz Results

The Future of Strategic Trading Partner Relationships



And now it's time for some more  
SMI 20<sup>th</sup> Anniversary Trivia!!



What city has been the host to the most SMI Forums?

City	# of SMI Member Responses	Actual Number of Forums
Dallas	30	12
Orlando	21	8
Phoenix	10	3

*And the correct answer is...Dallas!*

*Congratulations to all of you who selected the right answer!*