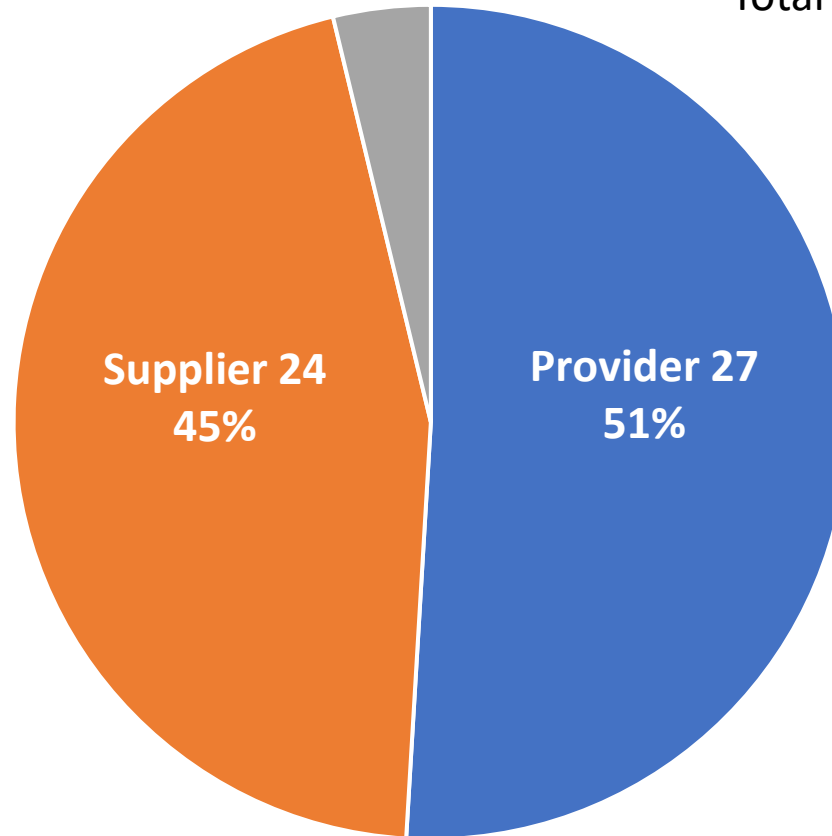




November 9, 2020 Quick Quiz Results

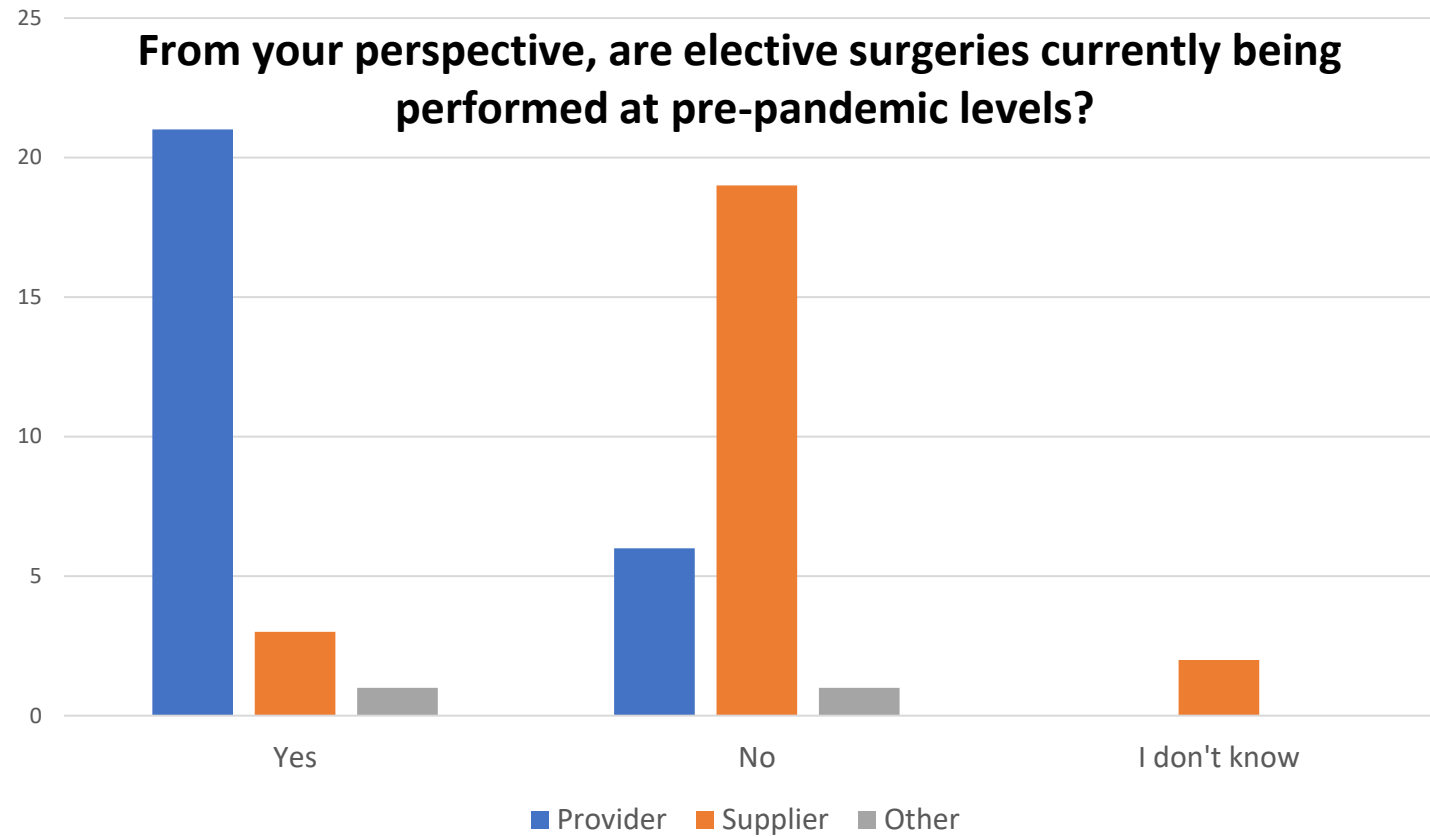
Total Respondents = 53

Are you a...



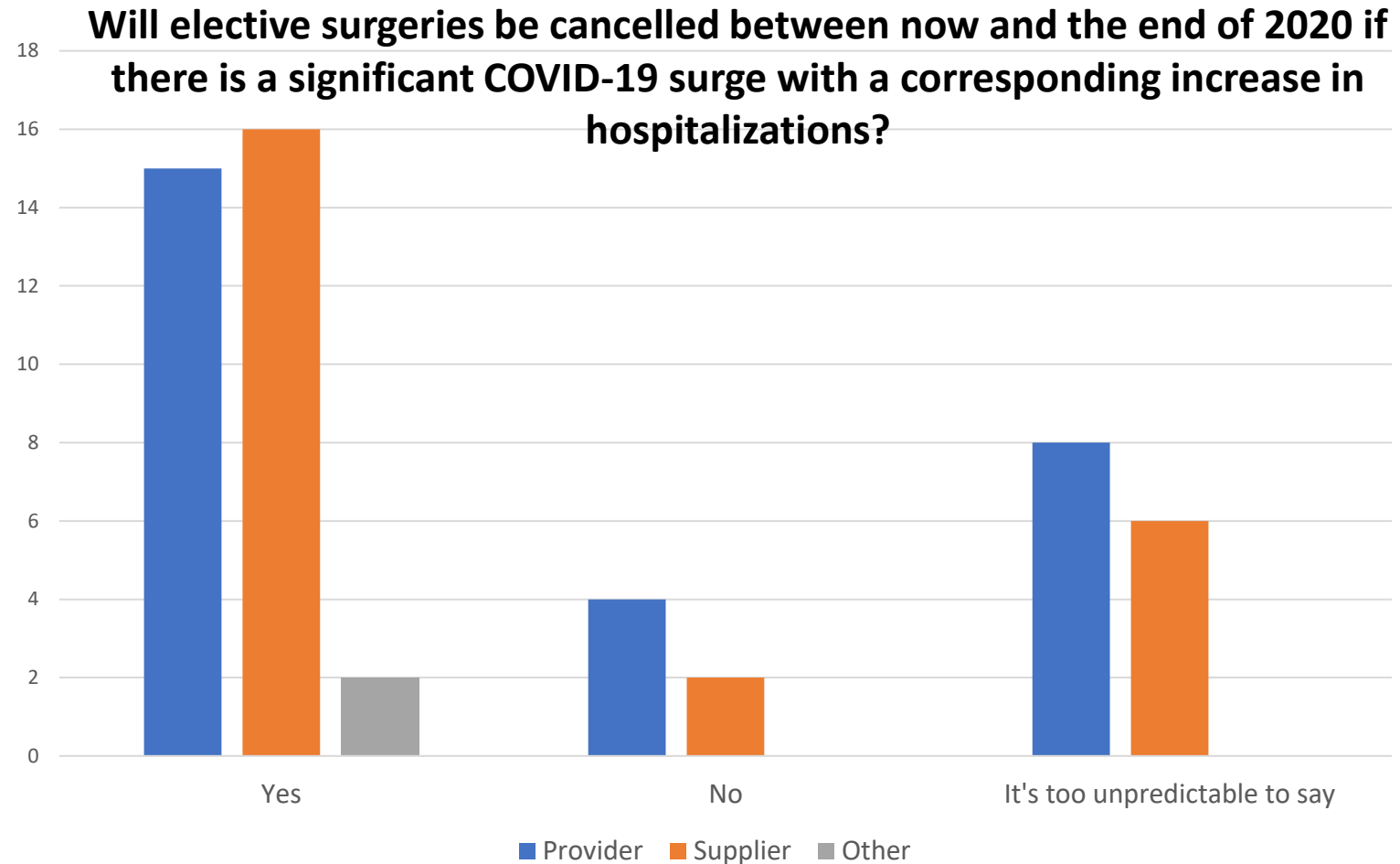


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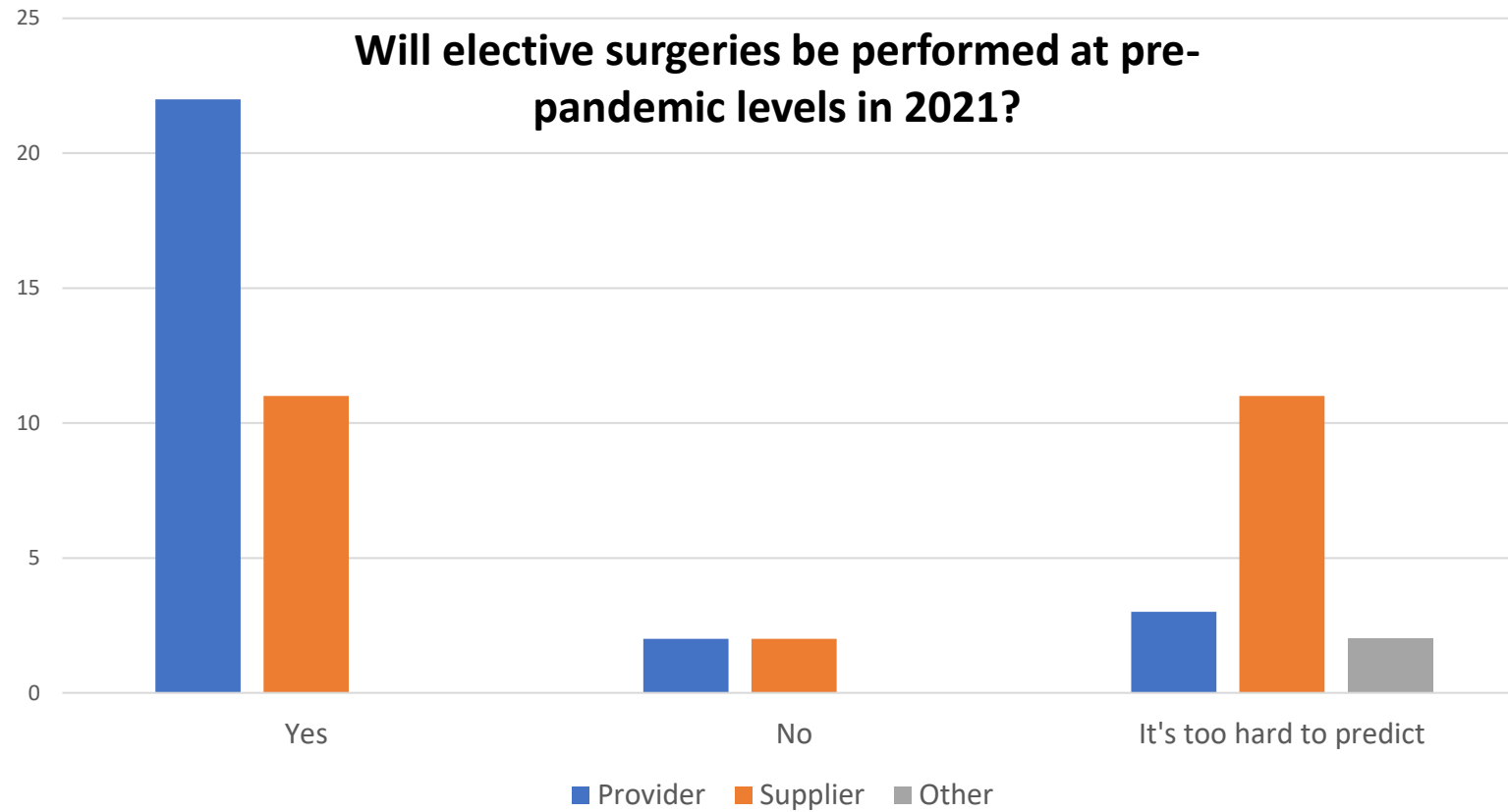


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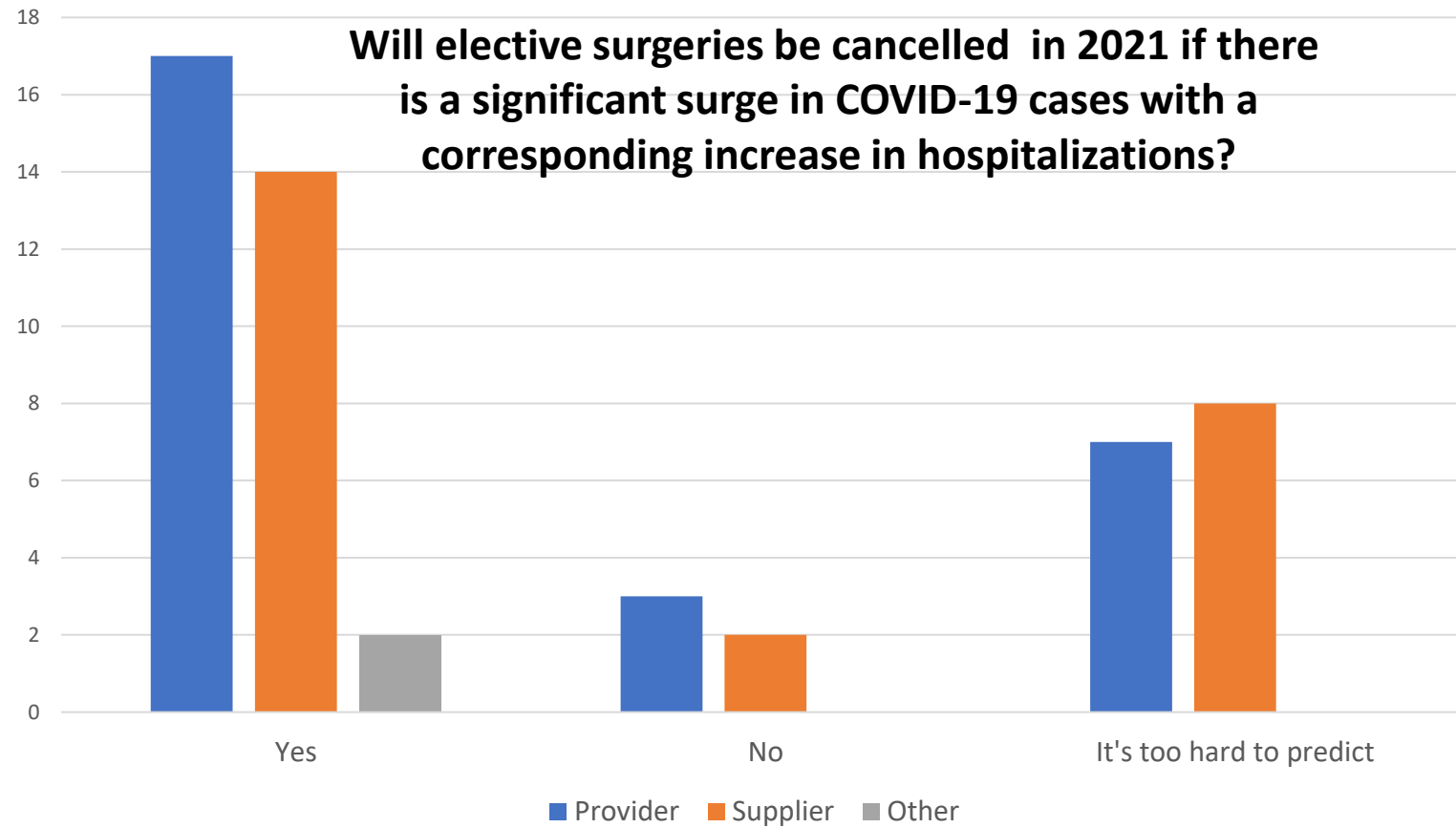


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Providers shared some comments on Elective Surgeries

Cases will be cancelled to reduce need for inpatient beds vs wholesale elective cases being cancelled. Hospitals are attempting to regulate bed needs for traditional patients, surgeries, and COVID patients.

Dependent upon accessible and fast turnaround for COVID testing as well

I would think the decision to cancel cases would depend on the situation. If CoVid rises and it becomes too contagious to the staff and impacts the operation of the organization I would believe there would be pull back. If not, then I would think business will continue as long as there are necessary PPE supply available to protect the patient and staff. Some of these decisions are also still dependent on consistent supply availability. Drapes, gloves, and pack sub-components are still in flux.

It's going to be regional. Some facilities have the capacity and network resilience to manage a higher volume of Covid in-patients along with post-op patients, but the smaller community hospitals may not have that option.

My organization is very selectively reducing volumes, however nothing like the broad shutdowns we had in the spring

The plan is to perform elective procedures as planned.

The term "elective" is a difficult one. Whereas certain cosmetic procedures will almost certainly be cancelled in an extreme surge, other procedures, such as joint replacements, will need to continue. I believe healthcare providers will work hard to maintain as full a schedule as possible to meet the needs of the communities we serve.

This week we are reducing elective surgeries because of staffing shortages. Our WI facilities dropped surgeries to 50% three weeks ago.

Though I voted "yes" on number two (and the others that asked about pre-pandemic levels)...we are not quite at the levels we budgeted for pre-pandemic. That was not an option

we are doing everything we can to remain "open" and not cancel elective surgeries

We are managing about 40 product categories which were impact by COVID-19 with specific attention on PPE. We are running different scenarios associated to increase in COVID and availability of PPE and its impact on elective surgeries, visitors in our hospitals, extended use of product, re-establishing collection locations for possible reuse.

We have recently caught up with a significant elective surgery backlog from the months of closure. At this time, we are actually ahead of our pre-COVID numbers. Our plan will be to continue at the present pace unless there is a Governor's order to limit.

We returned to pre-pandemic levels almost immediately in the July/August timeframe. Elective surgeries are being decreased now in some service areas do to the current COVID-19 surge.



November 9, 2020 Quick Quiz Results

And Suppliers also shared comments
about Elective Surgeries...
Some are here, and more
on the next page

All TBD - We can plan for the worst and hope for the best

As a supplier, we are generally planning our inventory on the assumption that elective surgeries will maintain current levels well into the new year, then pick up in the 2nd half of 2021.

As hospitals rely on revenue from elective procedures, I believe they will find away to maintain capacity to maintain some volume, although truly non-emergent elective procedures, such as bariatric procedures, will consistently be at risk of delay or cancellation.

Based on a number of things, I don't see cancelling elective surgeries unless hospitalizations/deaths go way up: We understand Covid much better today vs Q2. Cancelling elective procedures in Q2 had a very negative impact on all facets of healthcare including the patient.

Based on Biden/Harris election win, I see tougher restrictions being mandated until a viable vaccine is distributed.

consumers will shy away from hospitals and elective surgeries until this pandemic is over

Elective procedure volumes in 2020 have recovered significantly but not to pre-COVID levels and higher infection rates are threatening to result in a step backwards. Elective procedures in 2021 are likely to be highly dependent on vaccine status.

Elective surgery volume is coming back however spikes in Covid are happening in some regions which disrupts this dynamic.

Elective surgery volumes vary across the US. In some areas they have returned to pre-pandemic volumes. In other areas they have not yet recovered. We have also seen many elective procedures move to surgery centers.



November 9, 2020 Quick Quiz Results

More comments from Suppliers...

Patient reluctance is a contributing factor to getting up to pre-pandemic schedules

Prohibiting or limiting elective surgeries will have a negative downstream effective not only on patient severity but also overall on the systems financial health.

The numbers are troubling, and predictions for increased cases are sky-high. Only an effective and proven vaccine will mitigate this. Patients will be concerned about entering healthcare facilities.

Very hard to predict including patient concerns about having procedures performed

I believe we will see some providers decrease elective surgeries by no more than 25-30% of pre-pandemic levels. My conversations with providers indicate that for the most part, they feel better prepared to handle a potential surge and need to keep the elective procedures available.

I don't believe we'll see full cancellations like we did in May, but if ICU capacity becomes an issue, electives will need to be metered.

I was amazed at what procedures were considered "elective." I think the list of "elective procedures" should be more thoroughly examined.

Most hospitals that we speak with say that they will not cancel surgeries regardless of the surge.

Overall as the number of positive cases rise there is not a significant correlating rise in hospitalization like what happened in March-May.



November 9, 2020 Quick Quiz Results

And what are the favorite Ice Cream flavors of SMI members?



#1. CHOCOLATE – in all its forms:

- Chocolate
- Mint Chip
- Chocolate Chip
- Chocolate Peanut Butter
- Rocky Road
- Moose Tracks
- Raspberry Chocolate Chunk
- Cherry Chocolate Chip
- Cookies & Cream
- Burnt Almond Fudge
- Fudge Swirl
- Oreo



#2. Vanilla – the classic

- Extra Rich Vanilla
- Soft Vanilla
- Vanilla Bean (with Chocolate Syrup)
- And lots of good old-fashioned Vanilla



#3. Fruity Specialties

- Black Cherry
- Blueberry, Blueberry Ripple
- Blueberry and lemon sweet cream
- Raspberry Sorbet
- Strawberry

#4. Some other special flavors

- Butter Pecan
- Coconut
- Peanut Butter and TRIPLE Peanut Butter
- Salted Caramel
- Savannah Buttermint

