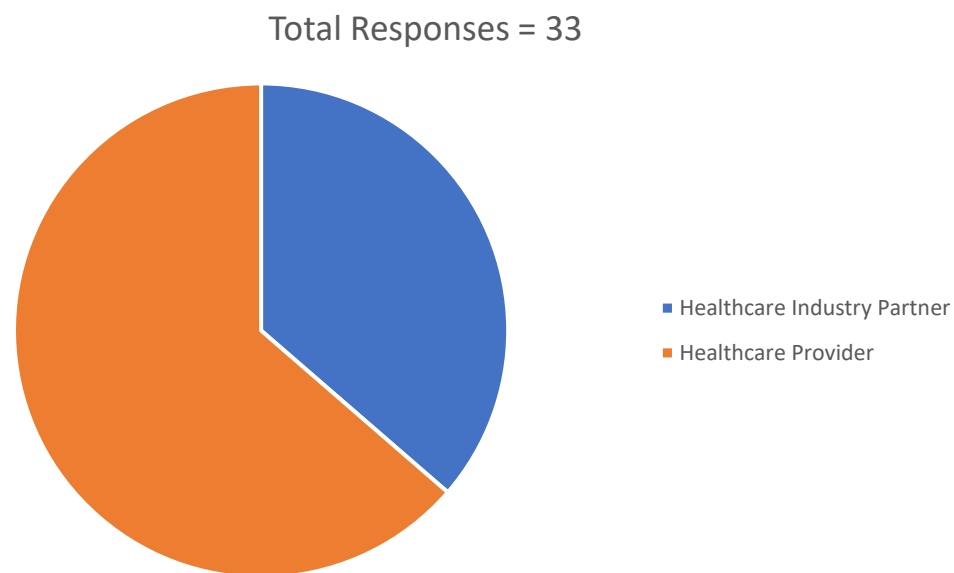




**December 5, 2022, Quick Quiz Results**

## Reflecting and Looking Forward



SMI® All rights reserved. This publication is available at no charge. Contents of this publication may be reused or reproduced, in part or in whole, only with the specific written acknowledgement of the Strategic Marketplace Initiative as the original author, referencing the web site [www.smisupplychain.com](http://www.smisupplychain.com).



## December 5, 2022, Quick Quiz Results

### Reflecting and Looking Forward

Providers shared their biggest professional accomplishment of 2022:

ERP Conversion
Enabled readiness and preparation for a new ERP system implementation in 2023
Positioned our organization for the migration to a single ERP across the health system.

Team engagement has increased dramatically
Built a resilient team to support ambitious growth objectives.
Building a great team
Providing a single vision for the team

Bringing together three regional health systems to jointly contract for product categories that are commonly handled outside of a traditional GPO relationship.
Facilitating a merger

Advancing key strategic relationships with two of our suppliers
Transformed the relationship between our health system and our primary med/surg distributor through a collaborative and long-term process of continual improvement.

revamped the traditional supply chain to become a true Supply Chain Shared Services model
Gaining approval for and implementing a Value Analysis Program, including the appointment of a Medical Director of Supply Chain
Managing through all the supply challenges without compromising patient care

over \$72 million in cost savings work executed.
Launching a new supply chain business
Substantial expansion of pharmacy services
Opened IDN DC, Exceeded savings target

Changing organizations
Being honored in a national publication
Promotion



## December 5, 2022, Quick Quiz Results

### Reflecting and Looking Forward

Industry Partners shared their biggest professional accomplishment of 2022:

Hired internally to fit a critical role on our team and retained a key person to our company.
Being trusted to handle demand shaping and compliance at the point of demand for 20% of the best hospital systems in the country as defined by US news and world report.
New web site
I switched from a Provider leader to a supplier leader, and it was a great transition.

Stabilizing my organization by eliminating turnover
Implementing an organizational restructure, resulting in improved support of our customers and significant growth.
Keeping the team together and focused after two very difficult years
Retaining our top talent

Hitting our revenue budget expectations despite numerous challenges
navigating through an unprecedented year of massive raw material price increases and still providing quality product.
Turning around an employee
Creating transparency in our supply chain



## December 5, 2022, Quick Quiz Results

### Reflecting and Looking Forward

Providers shared their top business goal for 2023:

Savings target, OTIF improvement, Variation Reductions
Cost Savings, Efficiency
Non-Labor Spend Governance and Management Maturity
Put a plan together to achieve a 100-million-dollar savings goal
Deliver new sources of value through enhanced sourcing strategies and partnerships for indirect spend and purchased services management
Delivering \$24M in savings to our health system

Integration
Successful growth
Resilency
Coordinating our consolidated vision and roadmap
Engage operational leaders in governance to transform supply

Demand Forecasting
Stabilize & recover from the impact inflation and staffing shortages have made on our ability to provide optimal patient care.
Launch ERP
ESG
Successful implementation of Workday as our single ERP.
Budget, Focus on Indirects, Staff Development

Be able to spend time on strategy (it's been so tactical recently)! My goal is to be able to update and operationalize our strategic plan.
Integrate a new three-hospital system into our health system.
Building a comprehensive resiliency program
Secure another board of directors' seat where I can contribute my knowledge and grow as well



## December 5, 2022, Quick Quiz Results

### Reflecting and Looking Forward

Industry Partners shared their top business goal for 2023:

Elevate our team to solve problems for our health system partners more effectively.
1) Grow Top Line Revenue. 2) Continue to grow EDI business offering Healthcare Providers an alternative. 3) Treat every client like we did our first client. Never lose our startup mentality.
More sales
To drive diversity to another level with trust, resiliency and quality products!
Deliver stakeholder value: patients, hospital personnel, employees, shareholders etc
Continue to enhance technology and its role in an integrated digital customer experience.

Focus on strategic partnerships vs. transactional "price chain" activities
Preparing for a significant expansion of our US footprint.
Exceeding revenue budget
Resiliency planning.
Expansion of portfolio
Continue to mitigate risk through supply chain transparency and risk mitigation efforts.