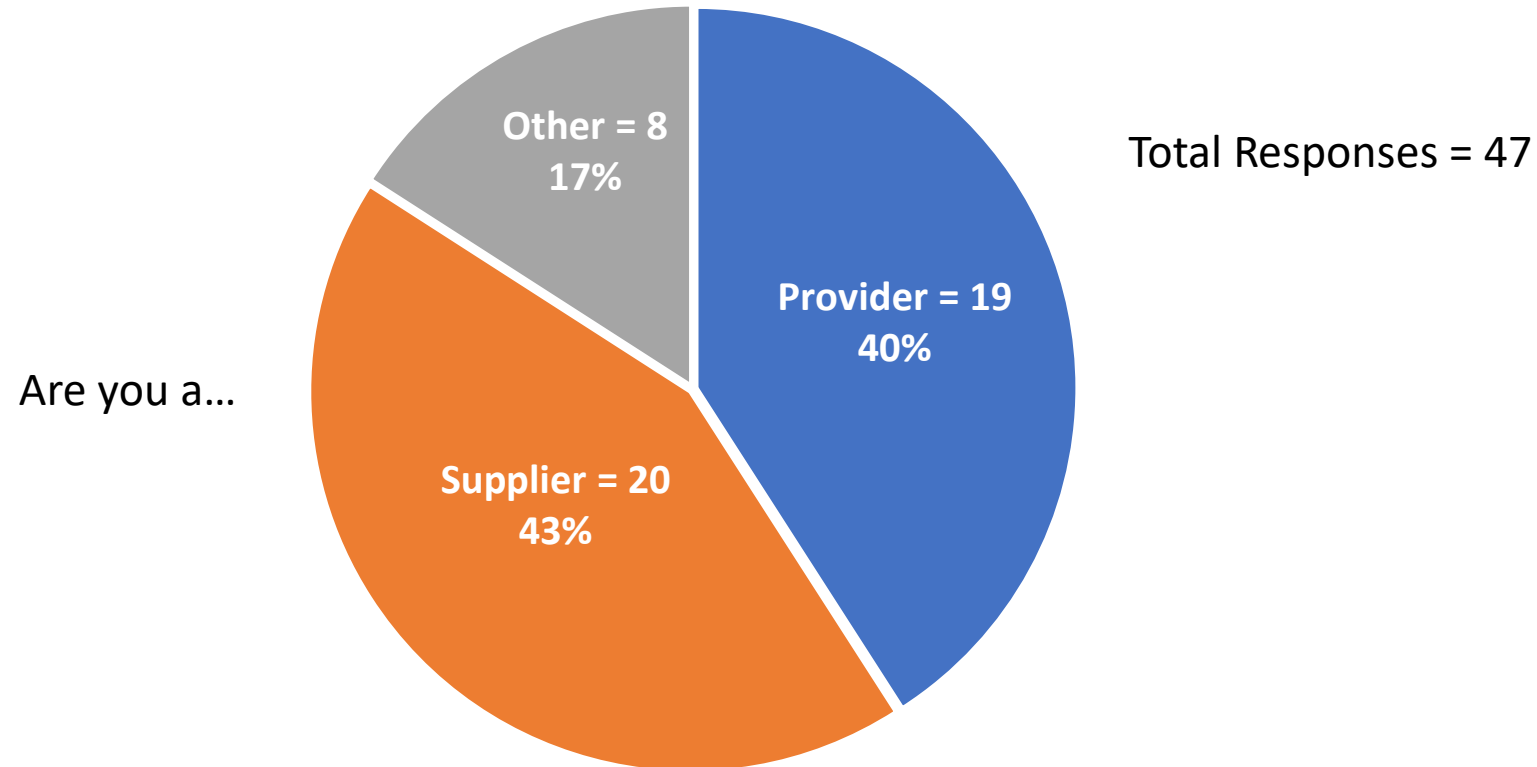




December 7, 2020 Quick Quiz Results

Initiative Topics for 2021

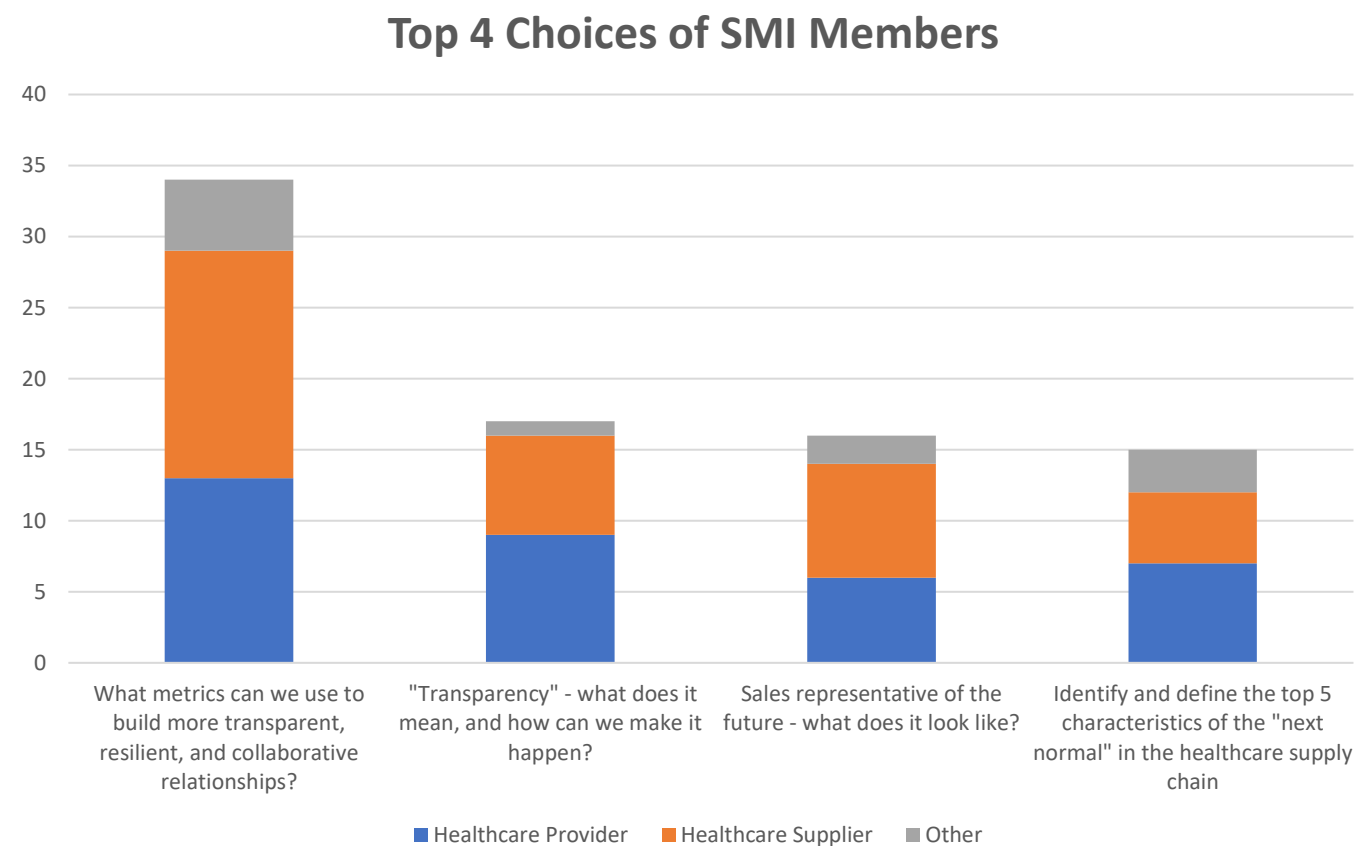


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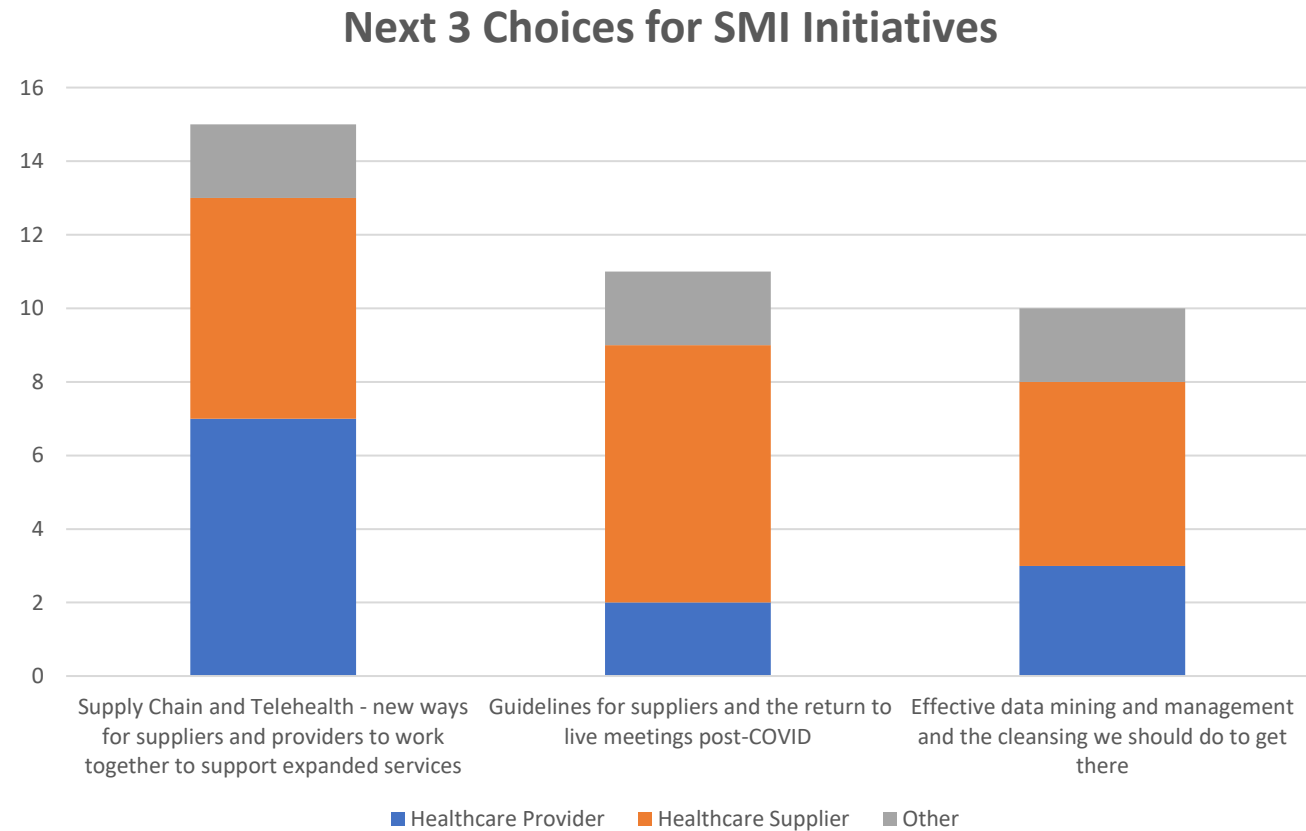
Select the Top 3 Initiative Choices for SMI to take on in Q1, 2021





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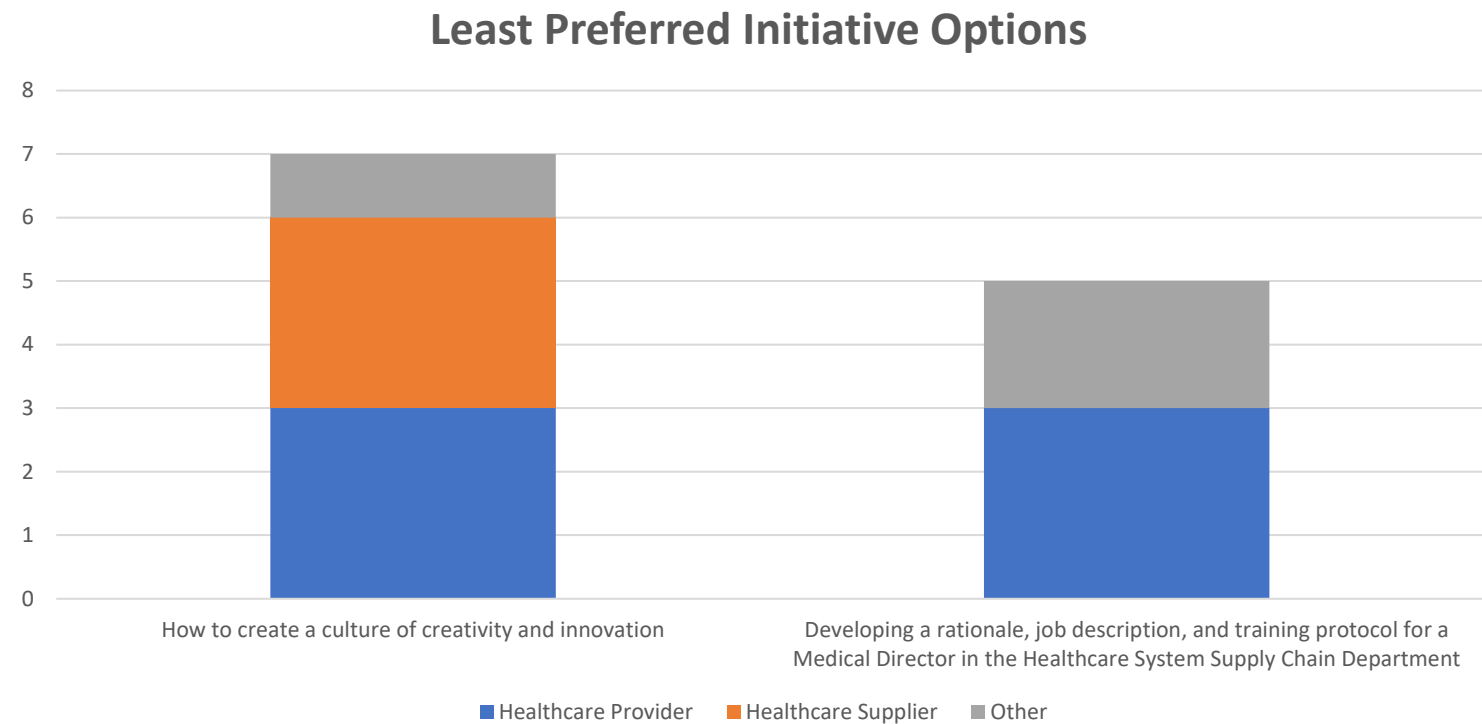
Select the Top 3 Initiative Choices for SMI to take on in Q1, 2021





December 7, 2020 Quick Quiz Results

Select the Top 3 Initiative Choices for SMI to take on in Q1, 2021





December 7, 2020 Quick Quiz Results

Members comments about potential SMI Sprint Initiatives

Rather than a return to in person meetings, I wonder if it may be more beneficial for us to define and co-create a virtual post-covid trading partner relationship.	Add on to "Next Normal" Rebuilding through COVID: Balancing the crisis and a new normal true business practice vs the national stockpile expectations.
Would be interested in a snap shot of SMI members - who has Medical Director System Supply Chain or similar role in place?	Covid is a game changer. Provider/Supplier Relationships will never be the same. Can SMI play a role in this transformational moment?
Supplier Diversity Program	Aligning on meaningful "value added" programs - beyond lower pricing.
Metrics on increased productivity due to decreased traveling and utilization of VRM (Virtual Relationship Management).	A clear message and strategy on how suppliers can support the healthcare providers new guidelines (and hopefully more similarities than differences between them). Tell us what not to do along with the what to do.
I think that we should all be looking at a sustainable supply chain plan for the future - so we avoid ever ending up with this years failures.	Need to go back to the basics and focus on standards adoption to support better demand planning
Developing an industry solution to transparency and visibility of the supply chain end-to-end is a priority given COVID experiences. A single agnostic solution rather than a solution with every key supplier.	
My big question is "Will live meetings return" or are we going to be doing far more virtually, with far fewer people?	
Demand based modeling that Providers have developed would be good intelligence to share.	
As the patients get farther away from the "traditional" points of care, more resources will be needed in new locations. Effective use of data can help make this transition smoother.	



December 7, 2020 Quick Quiz Results

Members shared insight on the biggest problem *their organization* needs to solve for in 2021. Insight divides into 4 key categories:

- Operations
- Finance
- Strategy
- Sales

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December 7, 2020 Quick Quiz Results

Members shared insight on the biggest problem *their organization* needs to solve for in 2021. Insight divides into 4 key categories:

Operations

Continued trajectory to solving supply transparency of supply/demand.
Planning for an uncertain/unclear future.
The biggest supply chain challenge for the foreseeable future is preparing for and managing the release of COVID-19 vaccines.
Balancing cost reduction pressures with having appropriate level of inventory
Consolidation and growth: implementing cloud based ERP to support

Supply chain resiliency and cost reduction
New distribution network and processes; optimizing inventory management practices and creating a resilient supply chain.
Continued challenges with volumes not returning to normal.
How to provide more visibility of products for our customers... inbound shipping, where the product is and status of shipment.
Further developing our digital capabilities to enable access and delivery of information to providers through multiple channels.

Data management and organization to prepare for new ways of creating business continuity and transparency
Allocation.
appropriate integration of technology interfaces on the production floor and the necessary training required.
Determining how distribution looks like in the post-COVID world.



December 7, 2020 Quick Quiz Results

Members shared insight on the biggest problem *their organization* needs to solve for in 2021 Insight divides into 4 key categories:

Finance

Covid has had a significant impact on our organizations financials. We have implemented strict cost containment measures and have eliminated many positions to reduce our OPEX.

Restart projects and drive growth while navigating financial recovery and uncertainty.
--

Continued non-labor expense reduction

Overcoming revenue losses in 2020

Asset holdings - their purposefulness (i.e. Clinics; Hospitals; Home Health; Corporate Office) Transitioning to value and risk based care environment

margin

Financial - need revenue



December 7, 2020 Quick Quiz Results

Members shared insight on the biggest problem *their organization* needs to solve for in 2021 Insight divides into 4 key categories:

Strategy

Talent - lack of preparedness of supply chain leadership talent
Understanding the new normal and getting there.
Post-COVID new supply chain normal.
Strategic alignment to new normal
Adjusting to the new "norm" following COVID.

End to end transparency
Balancing the short term covid iniatives and long term projects.
Health equity and growth
how to grow business in this "muted" Covid environment?



December 7, 2020 Quick Quiz Results

Members shared insight on the biggest problem *their organization* needs to solve for in 2021 Insight divides into 4 key categories:

Sales

Reshaping role of the sales representative and capitalizing on the opportunity to reduce sales costs through technology and as a result of reducing SG&A reducing the cost of products and technology
Shortening the sales cycles to drive top line revenue.
Maintaining market teams and their sense of working on a new goal set, as the healthcare providers lets us know what they now need. Delivery of healthcare has not stopped.
Expanding and refining VRM so that it is applicable & effective for clinical eduction for providers and internal training for sales, operations, and Customer service.

Reliance on sales representatives for implant cases Inventory management for orthopedic trays Requests for competing robotic technologies
We are living off existing pipeline. Prospecting activity has been limited and will show up 2021.
Getting access to hospitals
Gaining access to customers either live, or virtually to introduce new products, and maintain a connection. While some supply chain leaders have supplier councils like Froedtert, many do not...and it is getting far harder to get in front of customers.



December 7, 2020 Quick Quiz Results

Members shared their thoughts on the biggest problem *our industry* needs to solve for in 2021:

Supply Problems need to be addressed:

Developing risk mitigation strategies and improving communication
Improving reliability. Been talking with vendors and have stated that new technology is great, but getting back to basics and having a reliable supply chain that cannot be broken is of a higher value today to caregivers.
Supply Chain resiliency
Sustainable supply chain plan for the future
As a vaccine becomes more prevalent we need to understand what the new "normal" will look like and what can we do collectively to make sure we don't end up in the same situation when the next "crisis" happens
Supplier continuity
Advancing our resiliency efforts
Balancing pandemic like crisis with efficient supply chain initiatives.
Supply reliance balance

And Building Resiliency is critical:

Developing risk mitigation strategies and improving communication
Improving reliability. Been talking with vendors and have stated that new technology is great, but getting back to basics and having a reliable supply chain that cannot be broken is of a higher value today to caregivers.
Supply Chain resiliency
Sustainable supply chain plan for the future
As a vaccine becomes more prevalent we need to understand what the new "normal" will look like and what can we do collectively to make sure we don't end up in the same situation when the next "crisis" happens
Supplier continuity
Advancing our resiliency efforts
Balancing pandemic like crisis with efficient supply chain initiatives.
Supply reliance balance



December 7, 2020 Quick Quiz Results

Members shared their thoughts on the biggest problem *our industry* needs to solve for in 2021:

Members are prioritizing financial performance:

load balancing margin/cost management
Financial - we all need revenue

Leadership is required:

Continued disconnect between what providers get paid for and what they need to do to keep communities healthy.
Every industry participant still approaching things their own way with no standards. Impossible to move together in any meaningful direction in this manner.
Staff development. The SC department of the future requires higher caliber staff than SC departments have traditionally been able to attract. Complete overhaul of advancement opportunities and salary is needed.
renewed focus on making the lives of practitioners easier.

Data and Technology are high priorities:

Data transparency and using that transparency to drive true demand forecasting.
Adopt a common standard for cyber security. Like other industries have.
End to end transparency and data sharing
data standards in order to provide consistent metrics across health systems
Better leverage of data and technology



December 7, 2020 Quick Quiz Results

Members shared their thoughts on the biggest problem *our industry* needs to solve for in 2021:

We need to think strategically:

How to work together vs being viewed as adversaries.
Can technology replace representatives, reduce need for reps in the O.R., eliminate some roles in supply chain departments???
How to make healthcare more affordable
healthcare equity and disparity

And, of course, we need to get the vaccine distributed and administered:

Distributing the vaccine! Getting our healthcare providers vaccinated first!
Administration of a vaccine. How things will proceed after this and the "new normal".



December 7, 2020 Quick Quiz Results

And what are members' favorite holiday treats?

The Winner Is...

COOKIES!

- Christmas Cookies
- Gingerbread
- Peppernuts
- Chocolate Covered Pretzel Sticks
- Holiday cookies of all varieties!

Members also liked lots of different pies:

- Pecan Pie (with Chocolate, too!)
- Mud Pie
- Pumpkin Pie
- And just pie in general!

A few other sweet things were special favorites, too:

- Yule Log Cake
- Christmas Stolen
- Any Scandinavian baked good with Cardamom

And don't forget the Candy:

- Turtles
- Homemade Chocolates
- Chocolate Covered Cherries
- Mom's Cinnamon Candy
- Peppermint Bark



December 7, 2020 Quick Quiz Results

More of members' favorite holiday treats...

Lots of Savory Treats made the list, too:

- Turkey (alone or with stuffing and yams)
- Ham
- Roast Lamb
- Lasagna
- Homemade Ravioli
- Mushroom Rounds
- Stone Crab on Christmas Eve
- Tourtiere - traditional French Canadian Meat Pie
- Sweet Potato Casserole
- Pork and sauerkraut for the New Year

And don't forget the beverages:

- Eggnog (some spiked, some not)
- Champagne
- And Bourbon (is that a food group?)