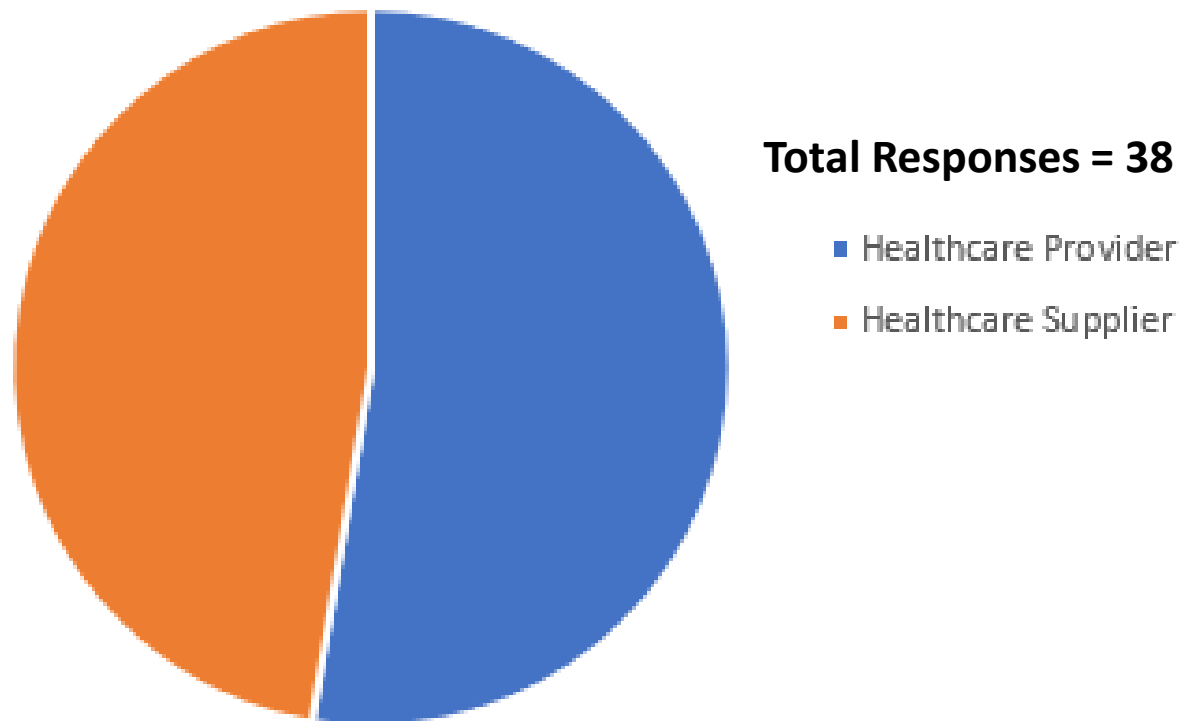




March 9 2022 Quick Quiz Results

The Healthcare Supply Chain in 2030



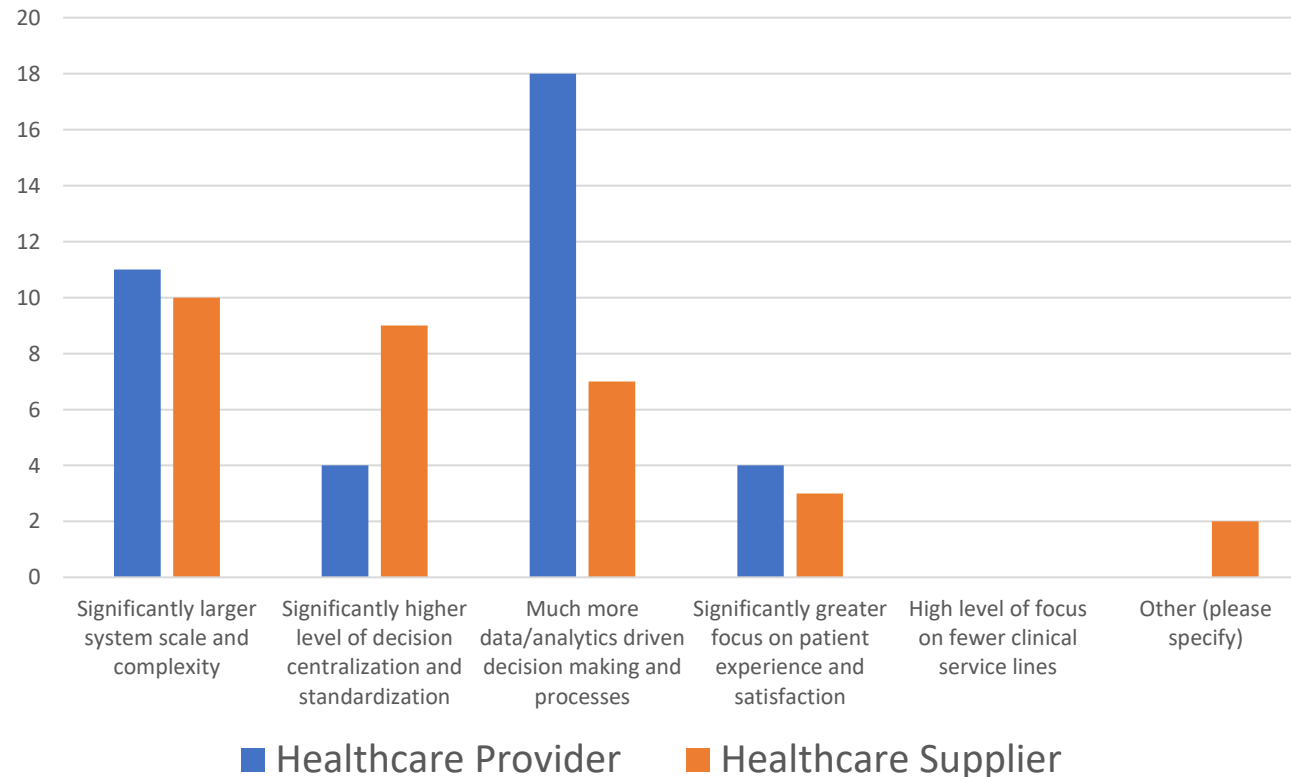
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March 9 2022 Quick Quiz Results

The Healthcare Supply Chain in 2030

What do you believe will be the most significant change in how health systems look by 2030? Respondents picked their top two options only:



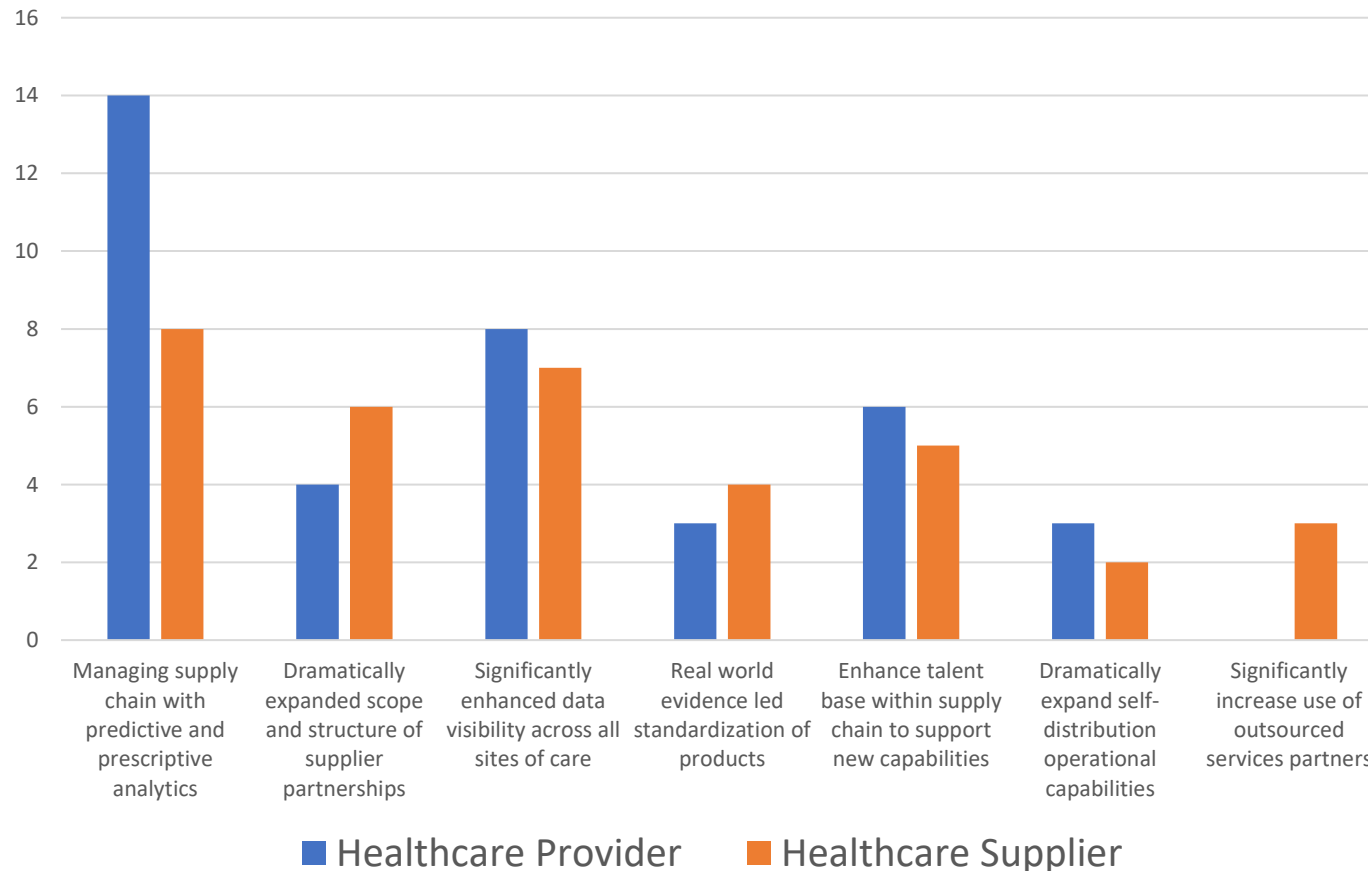
Other comments from Suppliers:

- *Greater alignment to value and focus on the community*
- *More consumer driven, transparent health system*



March 9 2022 Quick Quiz Results

The Healthcare Supply Chain in 2030



What are the transformative ways supply chains need to innovate to support the health system of 2030? Respondents picked their top two options only.



March 9 2022 Quick Quiz Results

The Healthcare Supply Chain in 2030

How can suppliers and providers best collaborate to support the anticipated changes in the healthcare supply chain, especially in the near term? Respondents prioritized these options with 1 being least important and 8 being most important

PROVIDERS RANKED MOST IMPORTANT TO LEAST IMPORTANT	
Greater awareness of the economic incentives for each side of the trading partner relationship	8
Develop creative ways to reduce labor requirements	7
Create a new business model for supporting care outside the hospital	6
Heightened focus on supply chain at the C-suite level for both supplier and provider organizations	5
Full understanding of total cost structure - not just price-based	4
Aligned incentives	3
Create two-way data transparency to support mutual planning	2
Full implementation of data standards for product identification	1

SUPPLIERS RANKED MOST IMPORTANT TO LEAST IMPORTANT	
Aligned incentives	8
Full understanding of total cost structure - not just price-based	7
Create a new business model for supporting care outside the hospital	6
Develop creative ways to reduce labor requirements	5
Heightened focus on supply chain at the C-suite level for both supplier and provider organizations	4
Greater awareness of the economic incentives for each side of the trading partner relationship	3
Full implementation of data standards for product identification	2
Create two-way data transparency to support mutual planning	1



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The Healthcare Supply Chain in 2030

Providers shared their thoughts on where supply chain will be in 2030 and how we will get there:

Customer-centric focus, data driven, digital landscape, self-distribution
More automation with AI driving product/service selection
Predictive analytics will do a lot of the heavy lifting, and we will see more data and process engineers in supply chain. Robotics will increase somewhat but we will see new technology emerge that will show us new ways to care for our communities. Hospitals will still exist but will not be the only solution for most.
The pandemic will be in our rearview mirror and, if we are not careful, Supply Chain will lose the focus that we have garnered for ourselves in the last 2 years. Or, as John Gaida used to say: "Doing a good job in supply chain management is like wetting your pants in a dark suit. You get a warm feeling, but no one notices."

Supply Chain will follow the care of the patient to their homes.
Supply Chain will be more resilient, agile, digitally empowered, and financially self-sustaining by 2030. New partnerships, sourcing strategies and contracting along with distribution capabilities will create the resiliency. New and different ways of working with talent will transform how we approach work and challenges to be more agile. Significant investments in technology, data, analytics will power the supply chain forward in analysis and decision-making. Self-sustaining will enable supply chains to play a larger role in the transformation needed and continue to substantiate the competitive advantage we bring to overall performance.
We need aligned incentives (for clinicians, supply chain leaders, suppliers and payors).

Hopefully we'll have more onshore / near-shore manufacturing capabilities. It's already starting, which is encouraging, but more is needed. And it's incumbent on provider-side supply chain leaders to not be short-sighted as things return to 'normal.'



March 9 2022 Quick Quiz Results

The Healthcare Supply Chain in 2030

Suppliers shared their thoughts on where supply chain will be in 2030 and how we will get there:

My hope is that all supply chains will be focused on enabling the strategies of their organization and see having key supplier relationships as integral to that.
Playing offense instead of defense in a post-pandemic environment, hopefully having learned from the experience
Self distribution will be the rule of the day.
Strategic partnerships with limited suppliers driving significant standardization and peak utilization
Transparency, direct to factory negotiations, demand planning and diversification. Business model needs to transform away from GPO



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The Healthcare Supply Chain in 2030

For fun, where do you hope to be living in 2030?

Some said Exotic:

- Myramar
- On a Catamaran

Hahaha!:

- Anywhere Alive!
- Just hope to be still living in 2030
- Space Colony on Mars

Members liked the idea of being at home and with family:

- As my kids go off to college, my hope is only that I am in the same town as my kids! :)
- Pittsburgh, PA (no change for me)
- Retired still living in Michigan
- Right where I am
- Same place I live today!

The most popular answer? Somewhere warm!

- At the Beach!
- Belize
- Florida
- Florida
- Hawaii
- Key West
- San Diego
- Somewhere warm and sunny
- Somewhere warm, with a cocktail in hand watching the next generation take healthcare to a new level.
- Texas
- Anywhere other than Minnesota in the winter!

There are those who will split their time:

- PNW in the summer and somewhere south in the winter!
- Split time between mountains and beach in NC
- Split time in North Carolina, Fl, or Portugal??

And a few other ideas:

- Anywhere in a peaceful world
- Wisconsin
- On a lake
- Wherever someone is looking for a good Supply Chain leader, since I will still be working...