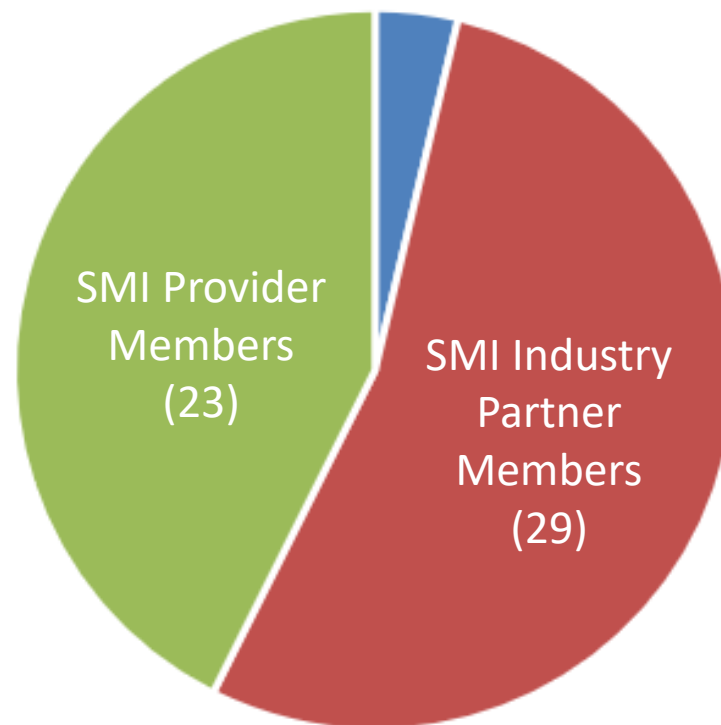




May 24, 2021, Quick Quiz Results

Productivity and the Impact of the Pandemic



Total Responses = 54

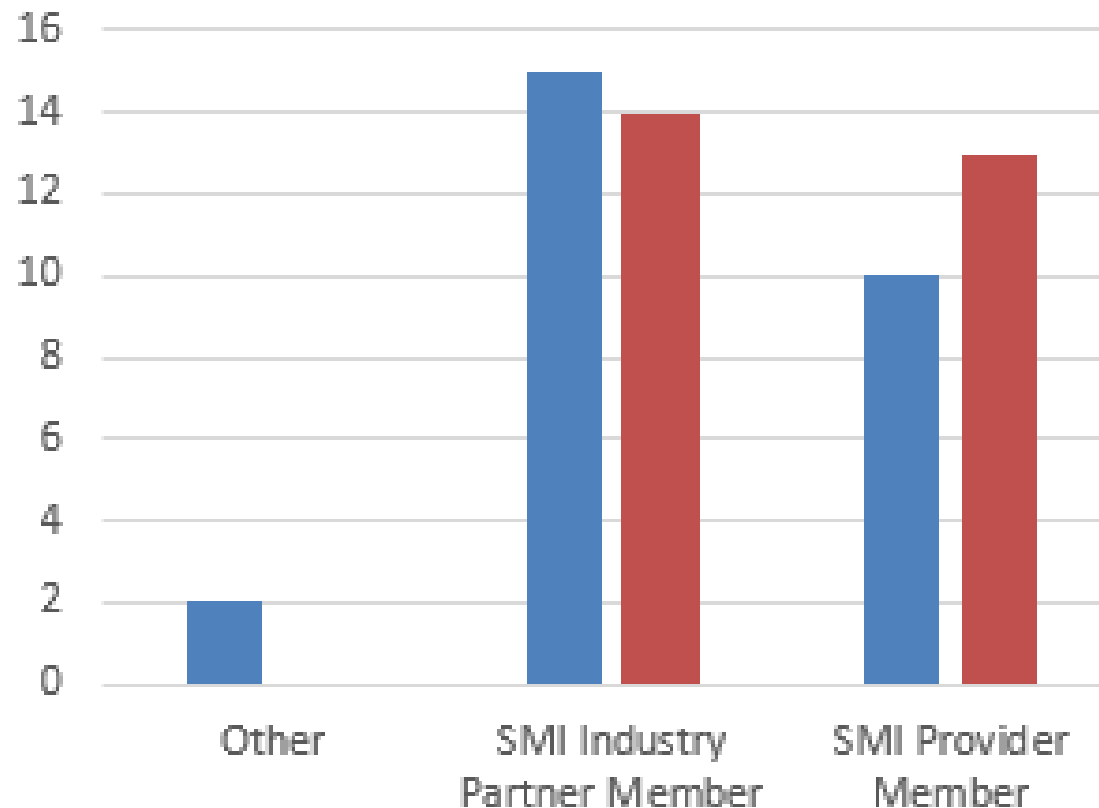
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May 24, 2021, Quick Quiz Results

Productivity and the Impact of the Pandemic

Thinking back to early 2020 - before the pandemic - how would you rate your own individual productivity?



NOTE: No respondents selected the options Acceptable or Poor

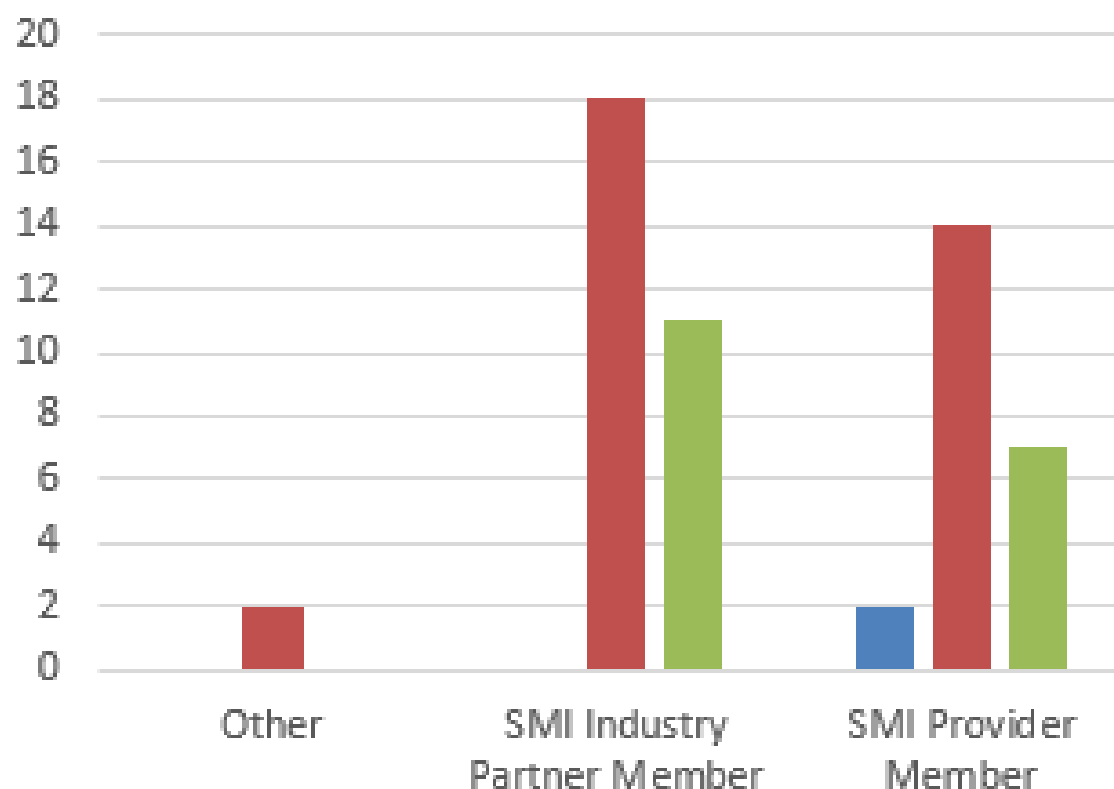
■ Good
■ Great



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Productivity and the Impact of the Pandemic

Thinking back to early 2020 - before the pandemic - how would you rate your team's productivity?



NOTE: No respondents selected the option Poor

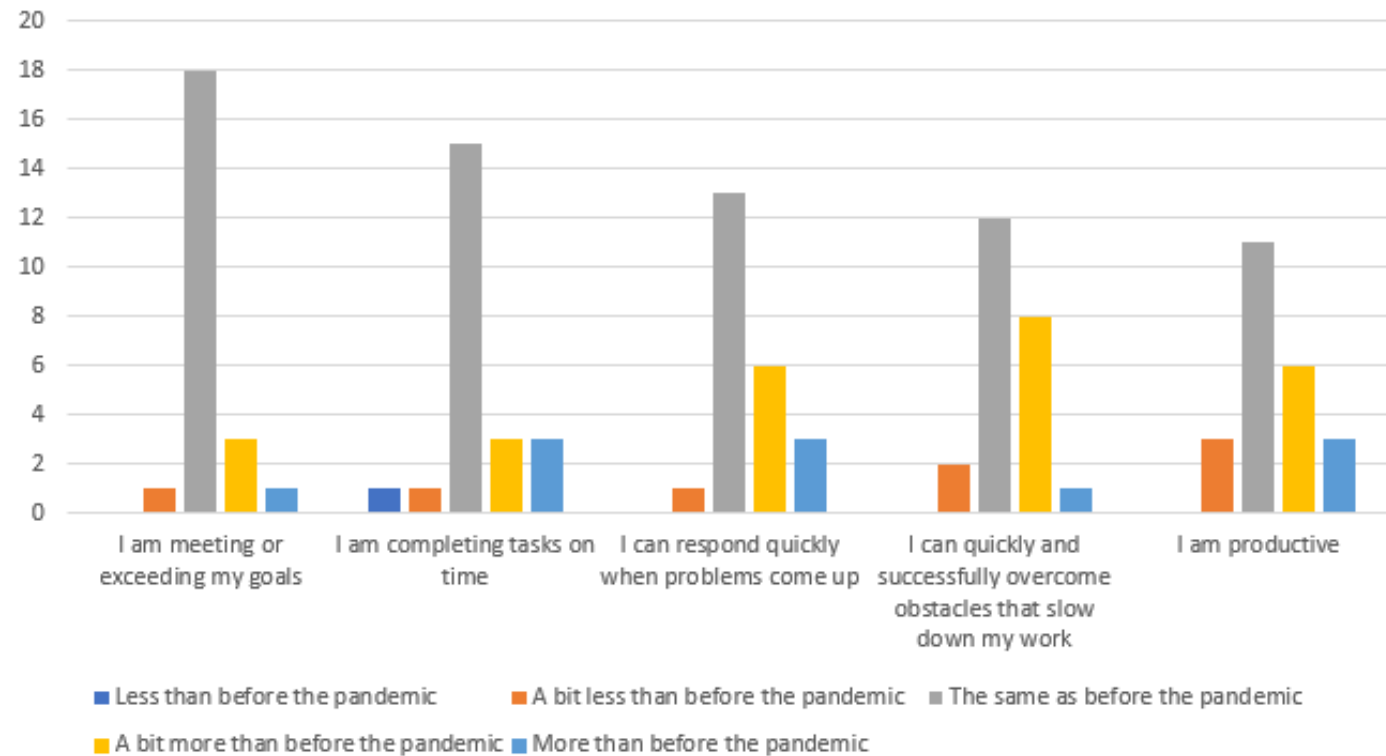
■ Acceptable
■ Good
■ Great



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Productivity and the Impact of the Pandemic

These days as compared to
before the pandemic,
PROVIDER MEMBERS say:

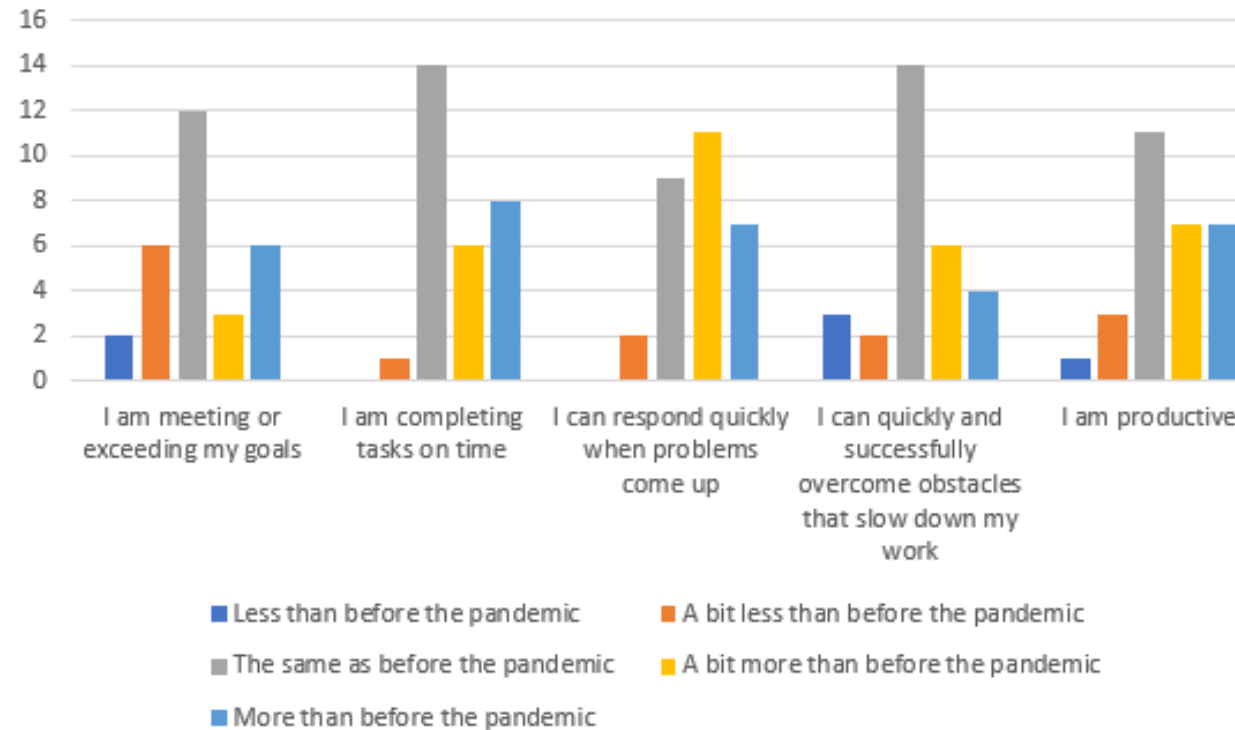




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Productivity and the Impact of the Pandemic

These days as compared to
before the pandemic,
INDUSTRY PARTNER
MEMBERS say:

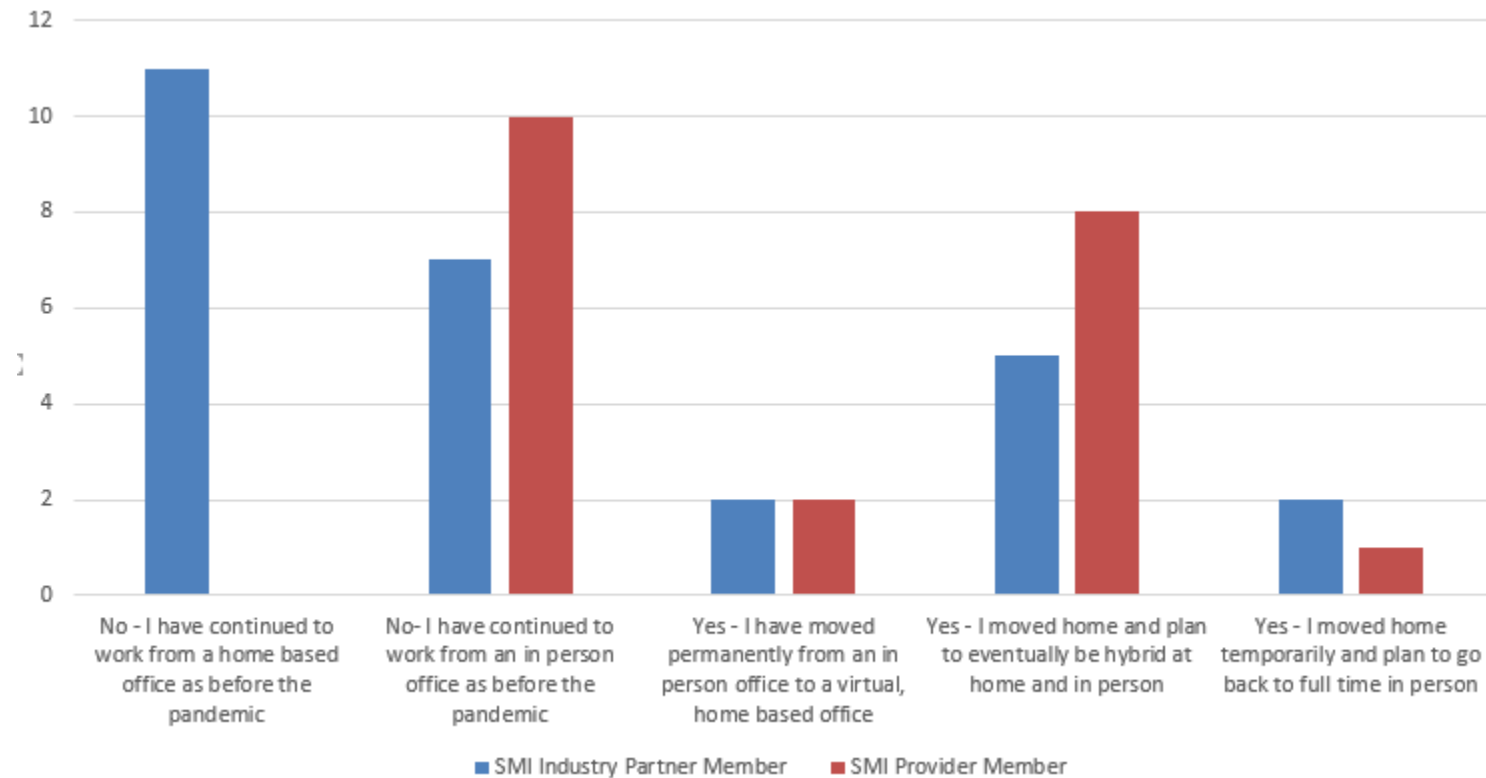




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Productivity and the Impact of the Pandemic

Have you changed where you work as a result of the pandemic?





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Productivity and the Impact of the Pandemic

Do you anticipate trading partners working more virtually will have an impact on your total staff requirements?





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Productivity and the Impact of the Pandemic

Lots of great comments on the pandemic and productivity:

Although our productivity is higher than pre-pandemic, the stress is also higher. Staff feel like they must have their computers with them from 6:30 a.m. to 5:00 p.m. and the evenings. We need to find balance now with our new work environment.
Biggest drain on staff time are the continued high level of backorders and logistics challenges
Computer connectivity/ printing delays (with no home printer equipment- purchased unit now that home base continues)
disjointed communication
Due to not traveling I have had more time and the ability to take on more projects/responsibilities.
Elective Surgical Procedures came to a halt, and are at various capacity levels. Many of our KOL's and decision makers are now virtual, however last year had other high priority issues such as PPE. We are once again collaborating with our IDN provider partners.
Hospitals have not been switching vendors during the Pandemic so existing business remained yet bringing on new business has proved difficult

I hired new leadership during the pandemic (was only 6 months in my job when the pandemic hit), so some of our productivity is just the team being developed. However, the pandemic allowed us to really get out of the basement! We were able to partner with clinical leaders and develop rapid testing (PDCA) processes to try new supplies, services or processes.
I think if I had a new employee I would have felt differently about some of these questions. Onboarding in person is much better.
I think our staff is more productive in the remote setting, since they tend to work a little longer and do not have a lot of "chit chat" time during the work day. My productivity has increased because there are as many work distractions.
Lack of team coordination due to work from home environment
Less commute time.
Longer work days allow more to get done. Expectations that things get done instantly haven't gone away.
Loss of work/life balance. With Remote there is no separation of the two. I traveled extensively for work that has been reduced significantly and now working remote is more intense since I don't have the travel time to catch up during flights leaving me more work life balance



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Productivity and the Impact of the Pandemic

And more great thoughts to share on the topic:

Most folks are working 40 plus hours and made us more productive and successful
No travel has increased productivity, reduced expense and improved work/ life balance. Microsoft teams is great; zoom is good/ limiting Monitors, web camera and strong internet
Previous informal discussions now tend to be scheduled meetings
Reduced costs, both in the form of travel fees (airlines, rental cars, hotels, meals, etc) and cost of time spent in travel activities have had a positive impact upon my productivity.
Some people are more productive, some less and some the same. "A" players tend to become "A+" players, "A-" become "A", "B+" become "A-", "B" become "B+." However, "C" and "D" players go the other way in a virtual environment.
The lack of the talking with the diverse specialty teams by walking over to them. Customer interaction with people I know is unchanged other than virtual now. Getting to new executives is harder in a virtual world.
The need to respond to frequent and diverse changes in CDC/FDA guidance, product availability, and practice changes inherently negatively impact productivity due to the injection of variability.
The one thing that slows things down is the ability to have the hallway drive by's that would allow for quick questions to get answered quickly. Emails take longer to write to be careful that it is in the right tone. Txt can be quick but too can be received differently than the intent.

The productivity needed during the pandemic has increased each individuals confidence level that has propelled us forward for after the pandemic. However, while moving back to normal work, I fear for burnout and lack of motivation from the change to normal result time vs. the immediate results that were required when battling COVID.
There has been a significant increase in the number of daily meetings/calls since the Pandemic and many are back to back leaving very little time to work in between meetings/calls.
things are slower because of muted physical customer engagement the last 14 months
Virtual interactions with customers has enabled us to keep the business moving.
We have not seen a slow down in overall productivity, but I have seen the effects of long term stress both with my team as well as my own levels. I have encouraged the team to take personal time and to decompress as much as possible in light of our continued challenges we are facing still in the supply chain.
While my direct team works well together, cross team collaboration has been hammered by remote work. People are unable to build strong relationships and have resorted to almost entirely transactional interactions.
Working virtual has resulted in more meetings (due to less travel) as well as more productive meetings.



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Productivity and the Impact of the Pandemic

For fun, would you rather...

