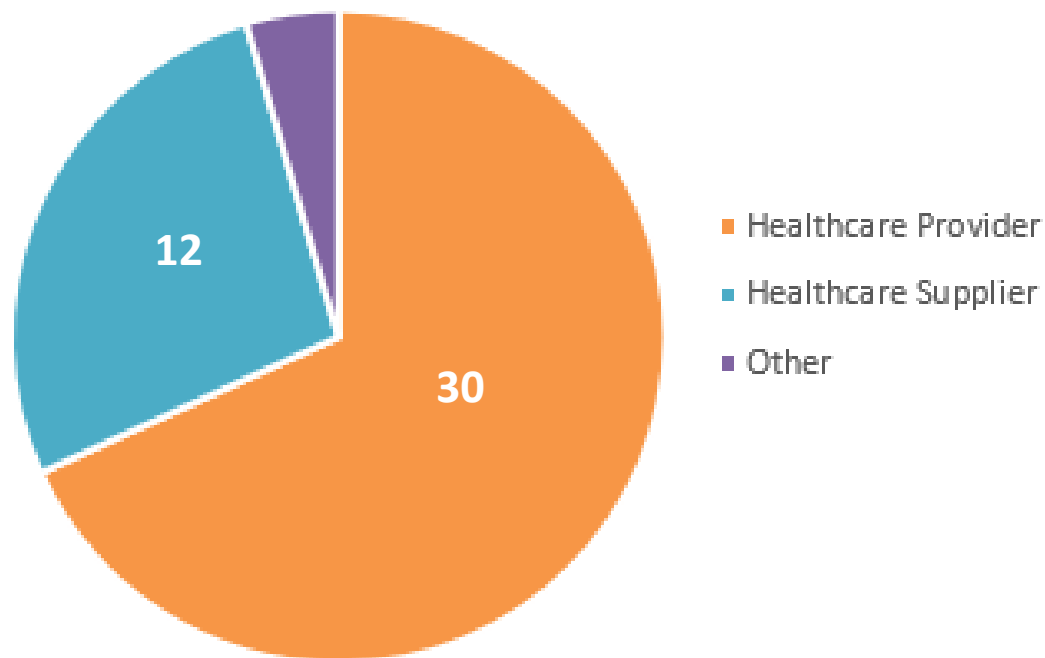




May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

Total Responses
44



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May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

Before the Pandemic and in your experience, what was the ratio of LUM to bulk ordering for the average healthcare provider?

Healthcare Providers = 46% Bulk/54% LUM

Healthcare Suppliers = 36% Bulk/64% LUM

Today, and based on your best estimate, what is the ratio of LUM to bulk ordering for the average healthcare provider?

Healthcare Providers = 54% Bulk/46% LUM

Healthcare Suppliers = 53% Bulk/47% LUM

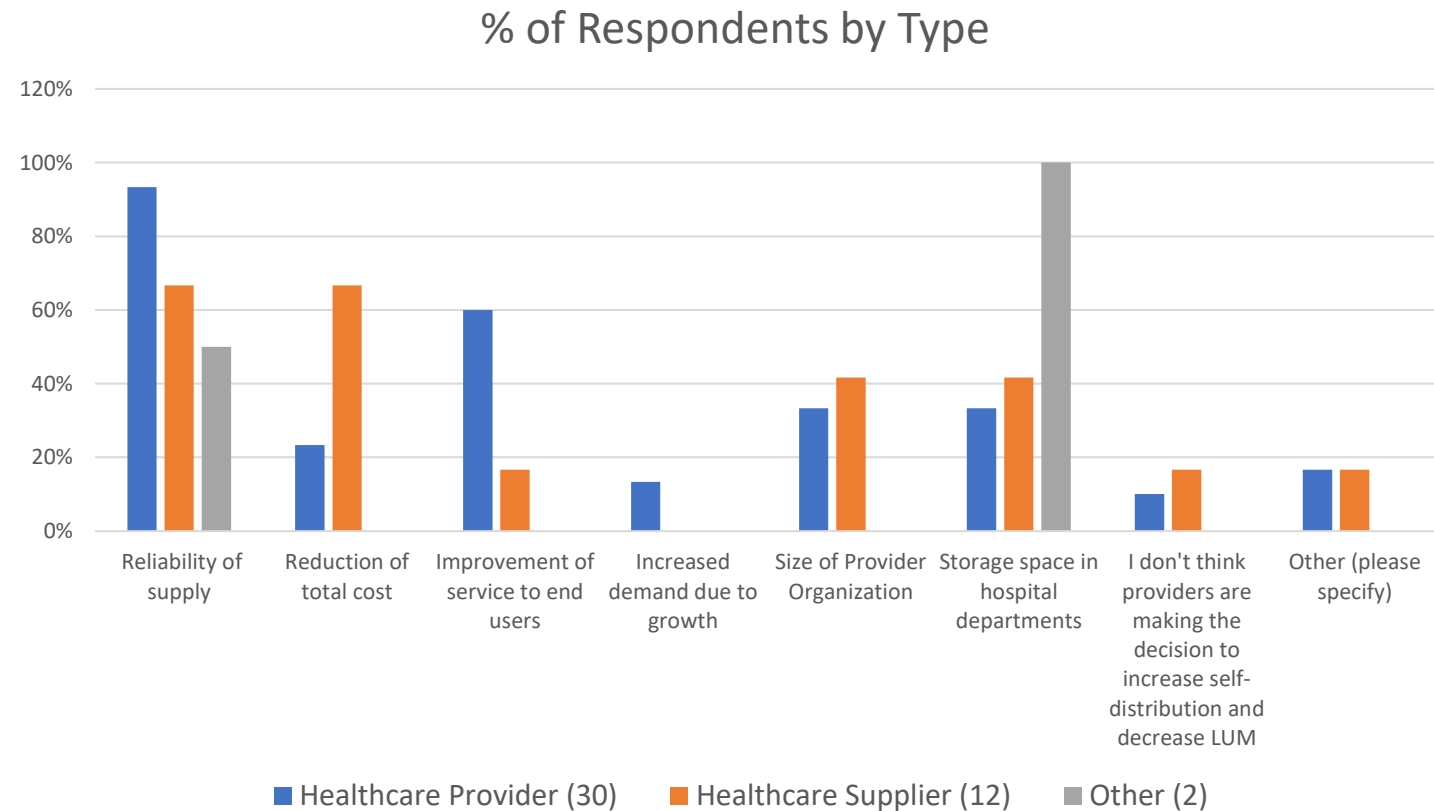


May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

In your experience, what factors most influence a provider's decision to increase self distribution and decrease use of LUM?

Please pick your top 3:





May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

*Other responses to In your experience, what factors most influence a provider's decision to increase self distribution and decrease use of LUM?
Please pick your top 3:*

Healthcare Providers

our LUM program was temporary as we built a distribution center.
Distributor fill rate performance
Exercise more visibility over available inventories/supply
Local DC network from distributors

Healthcare Suppliers

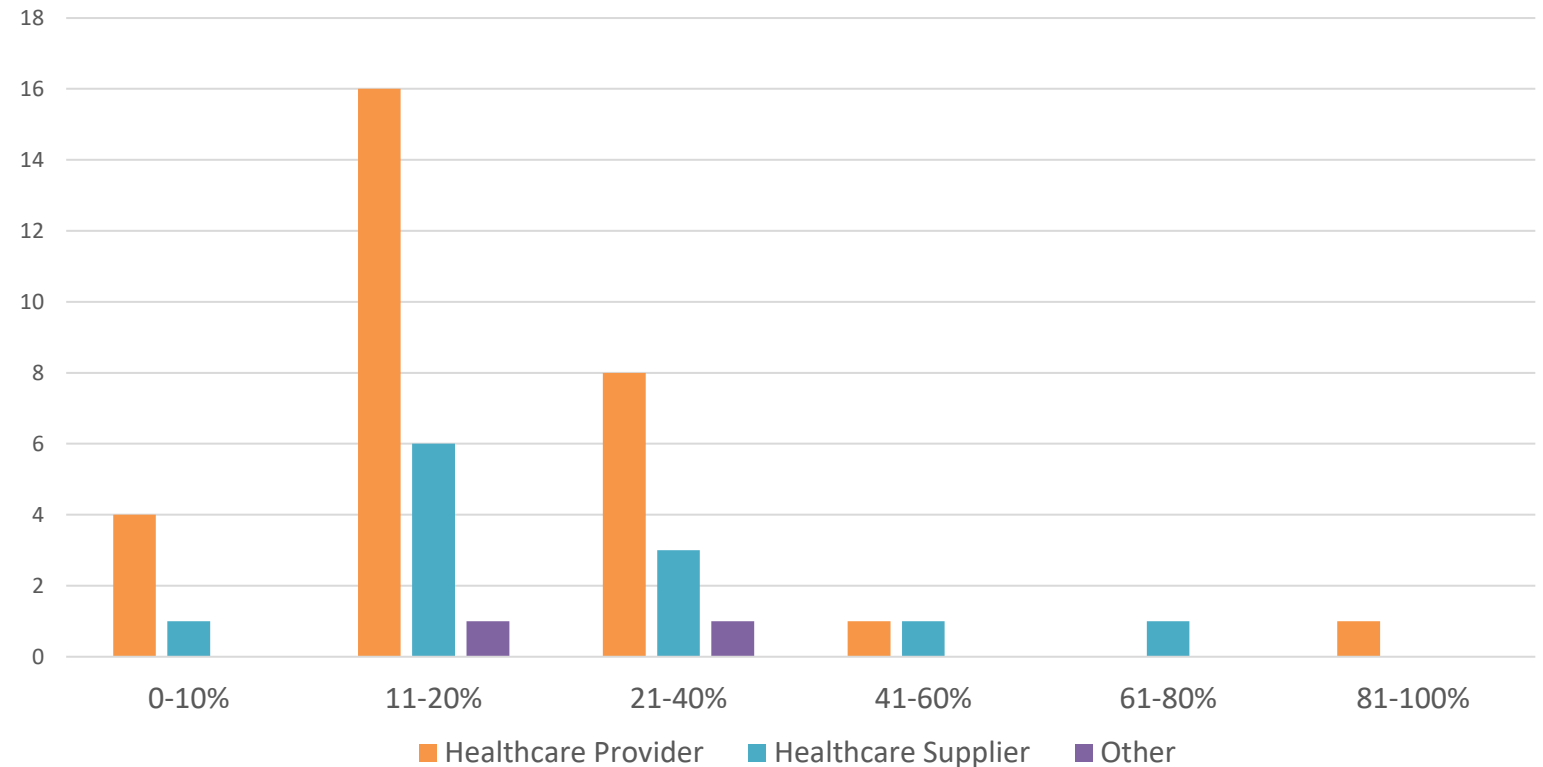
You can self distribute and still use LUM
LUM usage is not going down - the way it is executed is different



May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

Before the pandemic and in your experience, how many providers had off site warehouse facilities to store bulk inventory?

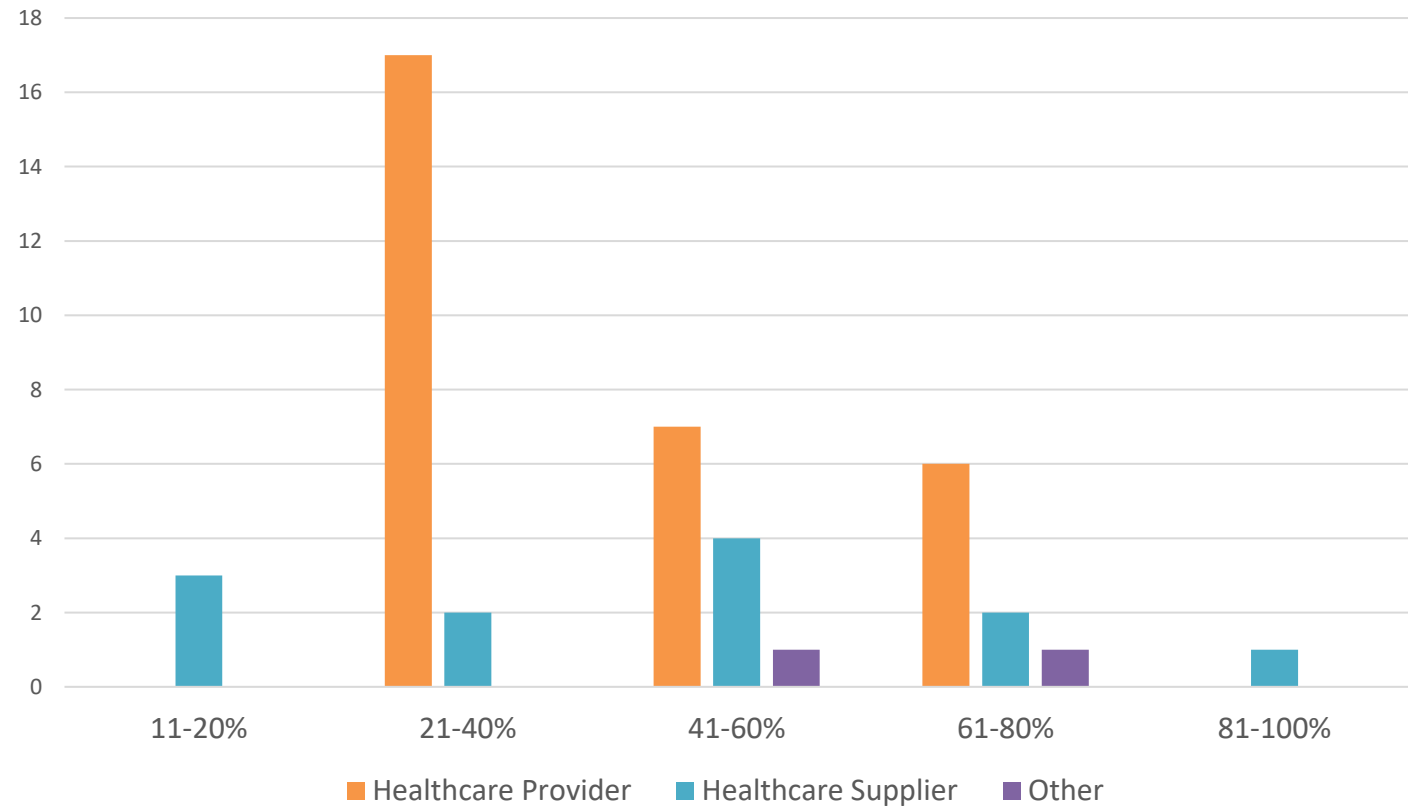




May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

Today, how many providers would you estimate have off site warehouse facilities to store bulk inventory?

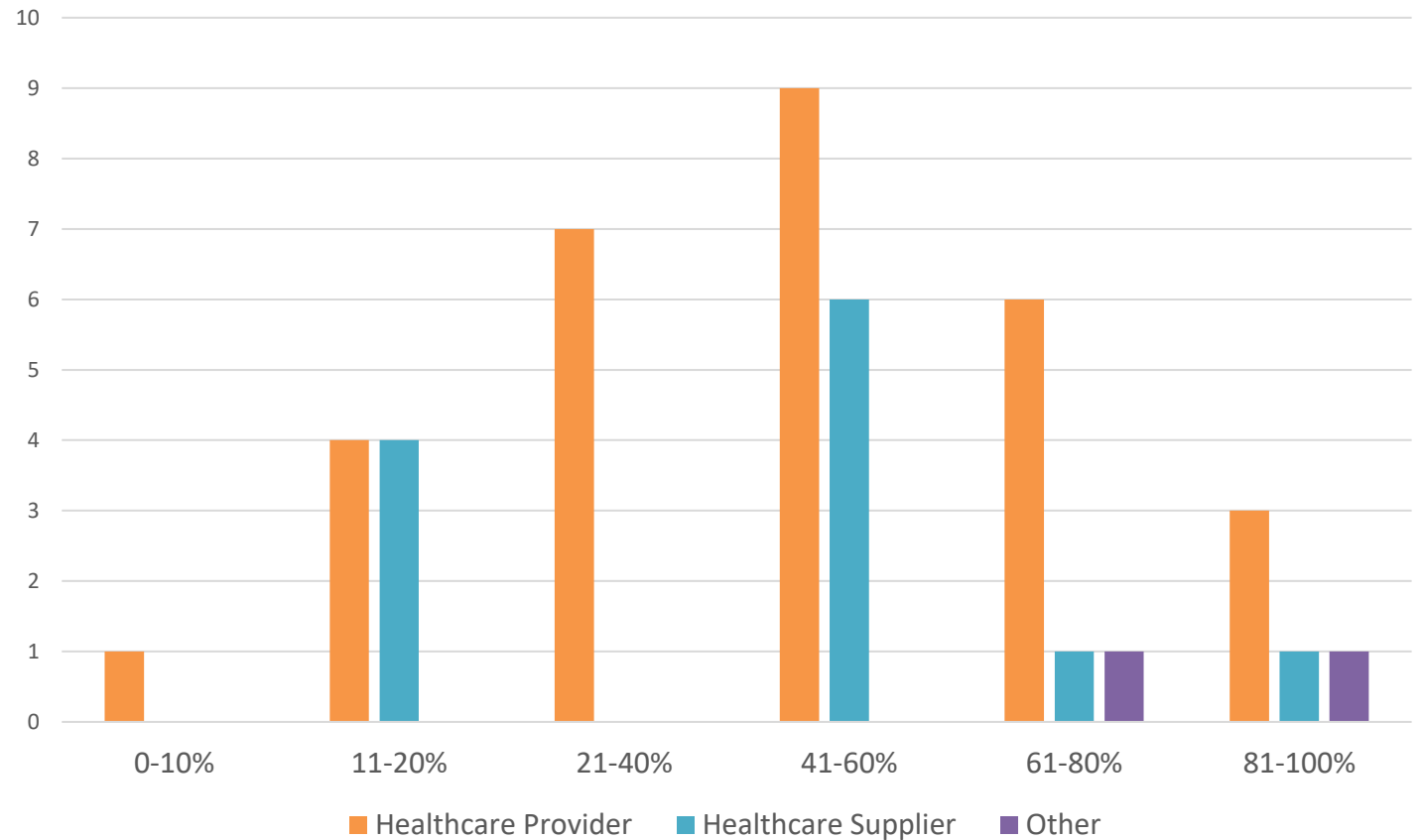




May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

In 5 years, how many providers do you expect will have off site warehouse facilities to store bulk inventory?





May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

Optional - please share any comments here regarding LUM versus bulk inventory:

**NOTE: Only
Providers opted to
answer this
question**

LUM is difficult to manage subs and overstock. our LUM program did not work well with the OR - too many direct products.
We moved to bulk inventory for some critical supplies during the pandemic but are looking to reduce risk and carrying cost by moving to a more vendor- managed par level program.
We rely on our Distribution partners to manage the majority of our customers LUM requests
We have opened two off-site warehouses (some in partnership with a distributor) to continue migration to self-distribution away from LUM.
We self-distribute everything except IV solutions and sets. This model has served us well for last 25 years and was especially effective during Covid.
"Stockless" and LUM got a bad name during the pandemic, including from CEOs and CFOs. However, had I kept enough PPE to solve for the first 30-60 days of the pandemic, the CFO would have complained we had too much inventory. It's time for balance.



May 8, 2023 Quick Quiz Results

Purchasing and Inventory Management

And for fun, what famous person, living or dead, would you most like to eat dinner with?

The 3 most
popular answers:

Abe Lincoln

Jesus

Elon Musk

Albert Einstein
Brene Brown
Derek Jeter
Eleanor Roosevelt
Foster McGaw
GK Chesterton
Michelle Obama
Mom
Mother Teresa

My grandpa. He fled to the US from overseas during WW2 and I would have liked to hear some of his story now that I am old enough to appreciate it.

Niel Armstrong
Paul McCartney
Robin Williams.
Ronald Reagan

Someone funny and entertaining... how about a comedian? Chris Rock
Ted Turner
The Obamas
Tiger Woods
Tom Harvieux. He's paying though.
Vivian Leigh