

Sharp Healthcare System Supply Chain Services

Ken Haworth

Director, System Supply Chain

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Sharp's Mission

- *To improve the health of those we serve with a commitment to excellence in all that we do. Our goal is to offer quality care and services that set community standards, exceed patients' expectations and are provided in a caring, convenient, cost effective and accessible manner.*

Sharp's Values

- *Integrity*
 - *Trustworthiness, Respect, Commitment to Organizational Values, Decision Making*
- *Caring*
 - *Service Orientation, Communication, Teamwork and Collaboration, Serving and Developing Others, Celebration*
- *Innovation*
 - *Creativity, Continuous Improvement, Initiating Breakthroughs, Self Development*
- *Excellence*
 - *Quality, Safety, Operational and Service Excellence, Financial Results, Accountability*

Sharp's Vision

- Sharp will *transform the health care experience* through a culture of caring, quality, service, innovation, and excellence and be recognized by employees, physicians, patients, volunteers, and the community as:
 - ✓ **The best place to work,**
 - ✓ **The best place to practice medicine, and**
 - ✓ **The best place to receive care.**
- Sharp will be known as an excellent community citizen embodying an organization of people working together to do the right thing everyday to improve the health and wellbeing of those we serve. Sharp will become the best health system in the universe.

Integrated Health Care Delivery

- ✓ Integrated regional health care delivery system in San Diego, CA
- ✓ 4 Acute Care hospitals
- ✓ 3 Specialty hospitals
- ✓ 21 Non-Acute Care Centers
 - ❖ 5 Urgent Care Centers
 - ❖ A variety of medical specialty clinics
- ✓ 2 affiliated medical groups
 - ❖ More than 1,100 physicians
 - ❖ Sharp Reese-Stealy Medical Specialty Group
 - ❖ Sharp Community Medical Group (IPA)
- ✓ More than 18,000 employees
- ✓ Sharp Health Plan
- ✓ Sharp Healthcare ACO



Sharp Healthcare Statistics

- ✓ Gross revenue of \$2.8 Billion
- ✓ Supply Spend of \$320 Million
- ✓ 1800 Beds
- ✓ 1660 Active Supply Contracts Managed
- ✓ GPO is MedAssets (since Oct. 2012)
- ✓ 74% Contract Compliance
- ✓ GPO spend makes up 34% of total
- ✓ Centralized MMIS and Contracting
- ✓ Distributor is Owens & Minor - \$60M per year

Challenges

- ✓ Unknowns of Health Care Reform
- ✓ Escalating Supply Costs
- ✓ Contract Compliance
- ✓ GPO Compliance
- ✓ Value Analysis
- ✓ Physician Engagement
- ✓ Lack of “Burning Platform”
- ✓ Standardization

The Preferred Supplier

- ✓ Does not go around Value Analysis / Supply Chain
- ✓ Is on GPO Contract or.....
- ✓ Offers locally contracted, aggressive pricing
- ✓ Takes a long-term view of our relationship
- ✓ Leverages its own resources to bring us value – the left hand knows what the right hand is doing
- ✓ Has professional representation
- ✓ Does not nickel and dime us on contract compliance, freight, credits etc.
- ✓ Helps us save money by using less of their products
- ✓ Has accurate pricing
- ✓ Has excellent Fill rates
- ✓ Supports our staff through clinical support and training
- ✓ Supports our green initiatives
- ✓ Helps streamline the Supply Chain process through the use of GHX, EDI, GTINs, and GS1 standards
- ✓ Comes to us with meaningful opportunities