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HOSPITAL



“Experience the Difference” Strategic Sourcing with Stryker

Amy Newman
Purchasing Director
Huntsville Hospital
&

Clay Romano
Regional Manger: Mid South
Stryker Medical Patient Care





Huntsville Hospital?

Huntsville, Alabama

- ◆ 9th Largest Community Hospital In The Nation
- ◆ 1 In 13 Of Huntsville's Population Are Employed In Some Engineering Field Of Work



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The Initiative: Beds...Beds...Beds...

- ★ Standardize, Upgrade and Replace
- ★ Increase Patient Satisfaction
- ★ Increase Patient Care
- ★ Add New Technology and Clinical Support



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$$P+P+C\&I = R$$

PROCESS + PEOPLE + COLLABORATION = RESULTS
& INTEGRATION

Process

- ★ Surveyed Market
- ★ Supplier Relationship
- ★ Strategic Sourcing - Reviewed all Capital



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People – “Relationship Capital”

◆ Knowledge

◆ Trust

◆ Position

◆ Loyalty

◆ Consulting

◆ Commitment

◆ Aligning

◆ Accessible

It's Our Job!



COLLABORATION & INTEGRATION

★ Involvement & Senior Team Support



Jeff Samz,
COO



Lonnie Younger,
CFO



Karol Jones,
CNO



Rudy Hornsby,
Sr. VP Ops

★ Strategic Planning Discussions

★ Supplier Input and Engagement

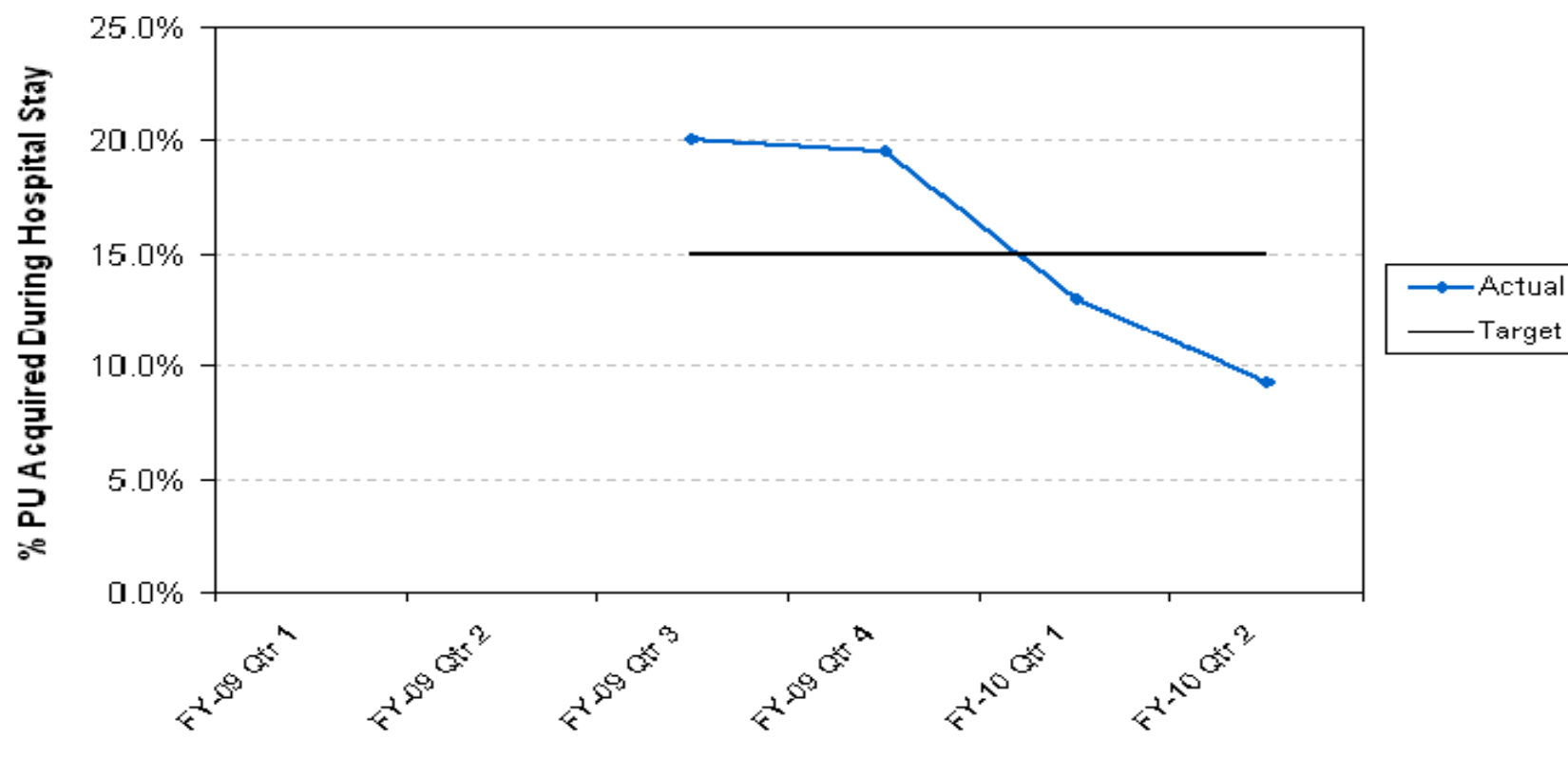


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RESULTS

**Percent of Pressure Ulcers Acquired During Hospital Stay
by Quarter**





RESULTS

★ Savings!



★ Realized Additional Savings on Corporate Overlay Agreement

★ Saved Jobs



★ Improved Patient Care and Safety

★ Proved Once Again COMMITTED Corporate Partnerships Work



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The Story Doesn't End at Delivery...

Giving Back:

Employees

Community

Surrounding Hospitals

Beyond Our Borders

