

## **News from the IDN Summit and Expo**

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### **Five Finalists Named for Supply Chain Excellence Awards**

**LEXINGTON, KY.**—IDN Summit and Expo has announced the finalists for its 2010 Search for Supply Chain Excellence in Healthcare Awards, which honor healthcare providers' innovative efforts to achieve critical supply chain efficiencies.

"Voters found that these five organizations are role models for achieving the kind of efficiencies that are demanded today as our industry confronts the realities of healthcare reform, the rising cost of care and a changing competitive marketplace," said John Kelly, IDN Summit and Expo's CEO. "Our finalists are exemplars of a newly transparent and accountable healthcare industry."

A final vote to determine which one of the finalists wins the coveted Summit of Excellence Award will be held during the Spring IDN Summit and Expo April 20-22 at the Walt Disney World Swan Resort in Orlando, FL. The four other finalists will each receive a Peer Choice Award.

All five winners of the only independent honors for supply chain achievement by integrated delivery networks and health systems receive not only the recognition of their peers as best-in-class supply chain innovators; they also attract local, regional and national media coverage for their achievements.

The finalists are:

- Huntsville Hospital, of Huntsville, AL, which replaced its aging inventory of more than 750 hospital beds through a unique vendor partnership. The vendor agreed to guarantee to help reduce patient falls by up to 30% in the first year and to provide hands-on training to hospital personnel. The partnership resulted in initial savings of \$3 million. [Read Huntsville's full submission.](#)

- Johns Hopkins Health System, of Baltimore, MD, which has adopted an electronic bidding system to push greater use of competitive bidding rather than renegotiating existing agreements. The system used its specialty and therapeutic bed rental contract as a test case. It found that a bidding process that would have previously taken a number of weeks and numerous meetings was concluded within two hours. Since then, the system has held 49 e-sourcing events, with documented savings exceeding \$10 million. [Read the full submission.](#)
- Sisters of Mercy Health System, Chesterfield, MO, whose supply chain division ROi built and operates a custom procedure tray manufacturing operation. The system hired a team of production and regulatory employees, contracted with 100 vendors to cover 700 items for 175 different procedure packs that are used 200,000 times per year. Overall, Sisters of Mercy has reduced its procedure pack costs by 20%, not including the efficiency benefits gained by the nursing staff in room set-up time. [Read the full submission.](#)
- St. Anthony's Medical Center, of St. Louis, MO, which adopted a holistic supply chain process that included surgical supply control processes, a multi-disciplinary committee to evaluate the cost-effectiveness of purchased products and services, working with clinical stakeholders to identify cost-saving opportunities and implementing capitated pricing programs for many procedures. This approach is credited with more than \$18 million in supply savings to date. [Read the full submission.](#)
- University of Pittsburgh Medical Center (UPMC), of Pittsburgh, PA, which used its formerly independent catering operation as a test case for electronic procurement technology. UPMC's supply chain group leveraged the system's existing enterprise resource planning and content/supplier management platform to electronically manage every aspect of the catering process, resulting in savings of more than 400%. [Read the entire submission.](#)

“These submissions show the range of innovation taking place in the supply chain process in America’s healthcare industry,” Kelly says. “It may fly under the radar for many health policy observers, but the supply chain is proving to be an invaluable source of cost efficiencies to help improve the quality of care and preserve organizations’ bottom lines.”

**About IDN Summit and Expo**

Since its creation in 1986, IDN Summit and Expo has become the leading source of collaborative networking events, education and information resources and professional services for healthcare supply chain stakeholders. It focuses on best practices, enhanced communication and improved business processes that lead to more cost-effective patient care. The spring and fall summits bring together senior healthcare executives and their group purchasing organization and supplier partners in an open, learning environment. The meetings have as their foundation a range of strategic content developed by an independent Educational Advisory Board made up of senior integrated delivery network executives. Additional information may be found at [idnsummit.com](http://idnsummit.com).