

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

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### **IDN Summit Releases Survey of Supply Chain Professionals**

**First in a Series of In-Depth Research**

**LEXINGTON, KY** — The first independent survey of healthcare supply chain professionals conducted by IDN Summit was released Monday. The survey identified areas of strategic importance in the healthcare supply chain. This baseline survey presents a useful first step toward a more complete understanding of the dynamics of the healthcare supply chain as well as opportunities for improvement and the challenges faced when attempting to achieve improvements.

Among the findings were:

- Controlling costs was the most important factor in respondents' daily work lives;
- Nearly three quarters of respondents were concerned about the potential effects of healthcare reform;
- Linking systems and financial systems, constrained capital spending and automating the supply chain also ranked high on their list of important items in the daily concerns;
- Physician buy-in was the area of greatest strategic importance to this group;
- 73% of respondents are utilizing value analysis teams to impact physician preference concerns;
- 55% of respondents are utilizing a payment-cap model to impact physician preference concerns;
- 94% of respondents contracted with one or more GPOs; however about three quarters of respondents are doing some direct contracting with suppliers;
- 54% of respondents had already implemented Total Quality Improvement, Lean or Six Sigma in the supply chain/materials management area, and 23% plan to do so;
- 89% of respondents view improved efficiencies as extremely important to their operations.

This survey of healthcare executives represents various aspects of supply chain management at integrated delivery networks and health systems across the United States. Three quarters of respondents identified themselves as chiefly responsible for their organizations' supply chain function. Some 48% of respondents represent systems with more than 1,000 beds and nearly three quarters represent organizations with more than 500 beds, placing the respondent organizations among the largest in the nation, with hundreds of millions of dollars in annual supply spending. Nearly nine out of 10 respondents had spent at least 11 years in healthcare, and 59% had at least 25 years' experience. Most respondents were either at the vice president or director level and are the people primarily responsible for the supply chain.

### **More About This Survey**

You can review the entire survey at [www.idnsummit.com](http://www.idnsummit.com). Additionally, Mike Langlois, former chief of Supply Chain for Ascension Health will be reviewing the survey findings during the upcoming IDN Summit in Orlando, Fla., April 20-22. The IDN Summit Research Series is an on-going research project seeking to provide a better understanding of the links in the healthcare supply chain. This research will provide key insights to foster an improved healthcare supply chain and identify key trends impacting the industry. To participate in future research, please contact Lisa Ponssa at [lisa@idnsummit.com](mailto:lisa@idnsummit.com).

### **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, 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 [www.idnsummit.com](http://www.idnsummit.com).