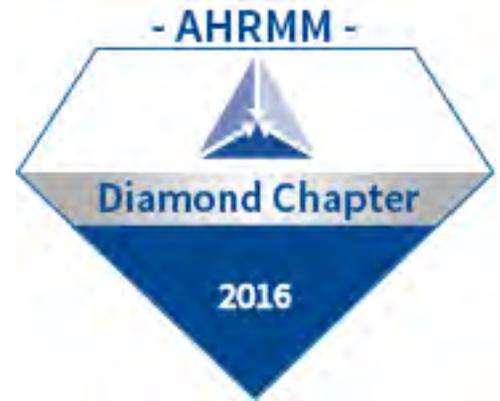




# KAHRMM

Kansas Association for Healthcare  
Resource & Materials Management



**FEBRUARY 2017**

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### *Calendar of Events*

**Jan. 10**  
Board Meeting, Wichita

**March 17**  
Special Olympics, Hays

**April**  
Lunch & Learn, Ottawa

**June 11**  
Board Meeting, Salina

**June 12-13**  
Summer Session, Salina

**June 23-26**  
National AHRMM Conference, Washington, D.C.

**Sept. 7-8**  
KHA Conference - Wichita

**Sept. 15**  
Board Meeting and Lunch & Learn, Dodge City

**Oct. 18**  
Board Meeting, Wichita

**Oct. 19-20**  
Central Plains Expo, Wichita



### *President's Message* *By Robin Doty*

Happy February! I hope everyone's year is off to a great start. I am still looking for my first "Fred" story to share. If you are wondering what that is, check out the January newsletter.

We have a few things coming up I wanted to share. We still need volunteers for Special Olympics on Friday, March 17, in Hays. You don't have to be an expert on basketball ... just have a willingness to give. It is an experience you will never forget. If you have staff or vendors that might be interested, please pass on the information. Let us know as soon as possible because there are only a couple of rooms open for anyone needing to stay the night before. Contact Luanne Kramer, Hays Med, (785) 650-2750, who is coordinating the volunteers.

There is information coming your way about our spring Lunch and Learn. In addition, the Summer Drive for Education will be in June. We want to know what you would like to see at these events. Please share ideas with me and I will pass it on to the Education Committee. We are here for you our members and want to provide tools to make your job easier.

Look for more information on all the upcoming events in this issue."

## **Four Tenets of Best-in-Class Non-Acute Supply Chain Management**

**Article borrowed from the Vizient Website  
Four Tenets of Best-in-class Non-acute Supply Chain Management - 01/26/17**

With the prevalence of non-acute care in today's health care landscape, supply chain leaders are watching their scope of responsibilities substantially increase. Knowing that rapid change is an integral part of the industry today, many supply chain leaders must forge a new approach to non-acute supply chain management.

"Integrating non-acute facilities doesn't happen by accident," said Mitch Walters, vice president, Vizient non-acute. "An organization has to be purposeful to set out and solve the unique needs and challenges of the non-acute market. It's not plug and play to repeat what you do today in the acute market; organizations must make the effort to understand their perspective and need, as well as have a willingness to do things differently."

When it comes to non-acute supply chain management, the level of sophistication varies widely from health system to health system. If the organization is very sophisticated, with a sound technology infrastructure, strategy and processes in place, a single missing piece – like not enough manpower – could be the only thing that requires adjustment.

On the other hand, if the organization is not as advanced in its resources, many pieces could be required to achieve best-in-class capabilities, such as developing a non-acute-specific strategy, implementing non-acute supply chain management technology, embedding an asset that runs the program, and potentially enlisting the help of outside expertise.

Regardless of where an organization sits on the continuum of non-acute supply chain capability, recognizing the four tenets of best-in-class non-acute supply chain management is critical to sustainable success.

A sustainable and successful non-acute supply chain management solution is grounded on the following tenets:

- Non-acute supply chain expertise
- Technology

- Analytics
- Service

### **Non-acute supply chain expertise**

Health system supply chain leaders must invest in gaining an understanding of the unique needs and challenges of non-acute providers and the products used at those facilities. By combining that knowledge with best practices for systematic approaches and uniform processes, they can effectively integrate the non-acute locations into the health system's supply chain.

### **Technology**

To have a best-in-class, non-acute supply chain, technology is critical. Often, supply ordering and management technology used for non-acute supply chain management is the same technology used in acute-care facilities. It provides a lot of horsepower, but is wildly expensive and cumbersome for the needs of non-acute. The best non-acute technology solutions are user friendly, generally less expensive to implement than an acute care solution, and easily integrate with an ERP system.

### **Analytics**

As the adage goes, what isn't measured isn't managed. Analytics provide the measurement capability necessary to control and improve a non-acute supply chain's performance, right down to how effective an individual location is performing within the system. Analytics will identify critical pieces of information, such as if non-acute locations are purchasing on GPO contracts, purchasing products on a formulary or leveraging aggregation opportunities to maximize savings.

As a health system collects more pieces of data (e.g. pricing variations, total spend), its ability to make critical decisions and operate more predictably increases.

### **Service**

Having a well-defined strategy, the right technology and robust analytics are all vital pieces, but a system must approach service with the same level of commitment given on the acute side to realize meaningful progress and sustainable cost savings on the non-acute side. Services include item master creation and maintenance, rostering locations, contract research, denial management, LOP/LOC completion and a dedicated resource – an individual whose sole function is to manage the non-acute supply chain.

An organization should constantly adhere to the four tenets in order to launch and maintain a successful program. Organizations also prefer predictability as opposed to a state of constant discovery, so these tenets offer the stability that enables them to have a proactive approach to managing the supply chain.

“The best approach for a supply chain leader is to start with an understanding of the nuances of non-acute providers and then be adaptable in how their purchasing is integrated. We work with each member to develop a program that is highly customizable, fits their scenario and ownership structure, and addresses their culture and physician relationships,” said Walters, “We consult with stakeholders on both sides and figure out the pieces they need. It usually comes down to visibility of information, establishing consistent repeatable processes and ultimately constructing an execution plan.”

Be sure to circle back for the March edition of *Supply Chain Management News* for an in-depth review of the four tenets.

## ***Special Olympics Kansas*** ***By LuAnne Kramer***

Special Olympics is an exceptional organization that provides a multitude of programs in many countries and in all 50 states of the U.S. It helps individuals with and without disabilities acquire new skills, improve health and fitness levels, develop and foster friendships, and achieve acceptance among their peers and in their communities.

This year, the annual Special Olympics Basketball and Cheerleading Tournament will be March 16-18 in Hays. KAHRMM members have officiated at the games at Hays High School on Friday for many years, and 2017 is no exception. Please consider volunteering your time and talents either as an official or as a timekeeper. It isn't difficult, and if you haven't helped out in the past, now is a great time to meet the athletes and take part in this worthwhile and rewarding experience.

The games start early Friday morning, and Hays hotels are generally booked months in advance of the March games. However, I've managed to set aside 10 rooms for Thursday evening at two of our local hotels. A number of people have responded, but we definitely need more.

If you want to help, contact me at [luanne.kramer@haysmed.com](mailto:luanne.kramer@haysmed.com) or Craig Rohleder at [craig.rohleder@haysmed.com](mailto:craig.rohleder@haysmed.com), as soon as possible to get your name on the list, especially if you plan to come in on Thursday. I can work on finding more rooms if we need them, but the sooner you get your name to us the better.

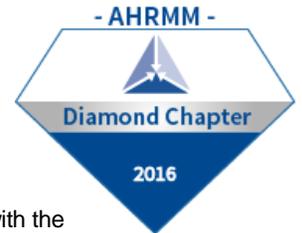
The Special Olympics Athlete Oath is “Let me win, but if I cannot win, let me be brave in the attempt.” (Quote taken from the Special Olympics Kansas website). We can all learn something from these remarkable individuals; and I guarantee, sharing time with them will warm your heart. It is an amazing experience you won't soon forget.



# KAHRMM

Kansas Association for Healthcare  
Resource & Materials Management

Allied with the  
Kansas Hospital Association



Allied with the

## 2017 Membership Form

Active, voting memberships are available to persons professionally engaged in health care purchasing, resource or materials management; group purchasing organizations; as well as medical manufacturers, vendors or distributors. Membership may also be obtained by those professionals in other healthcare related settings not mentioned.

KAHRMM \_\_\_\_\_ \$45.00 \_\_\_\_\_ \$55.00 (after March 31, 2017) **Renewal or New Member** (circle)

KAHRMM is a chapter affiliate of AHRMM, and has been recognized as a diamond chapter, the highest designation, for 5 years straight.

**KAHRMM / AHRMM One-check option:** AHRMM membership is not required for KAHRMM membership; however, as a service to our membership, KAHRMM will coordinate your AHRMM membership renewal payment. Select your KAHRMM and AHRMM membership options, and send one check to KAHRMM for the total amount. When your AHRMM membership is due to renew, send your AHRMM membership renewal notice / invoice to the KAHRMM Treasurer and your AHRMM dues will be paid.

Note: Due to the initial AHRMM membership questionnaire, new AHRMM applicants are encouraged to join on-line at the AHRMM website ([www.AHRMM.org](http://www.AHRMM.org)). After your first year of AHRMM membership is complete, use the One-check option to renew your AHRMM membership.

**AHRMM Membership Categories** (Select one category - see AHRMM website for membership category descriptions)

Supply Chain Provider \_\_\_\_\_ \$165.00      Affiliate / Supplier \_\_\_\_\_ \$240.00      Military \_\_\_\_\_ \$165.00  
Supply Chain Executive \_\_\_\_\_ \$220.00      Young Professional Associate \_\_\_\_\_ \$135.00  
Full-time Student \_\_\_\_\_ \$109.00      Retiree \_\_\_\_\_ \$109.00

AHRMM FELLOW: Year Earned \_\_\_\_\_      AHRMM CMRP: Year Earned \_\_\_\_\_  
Additional Certifications \_\_\_\_\_

**TOTAL AMOUNT:** \_\_\_\_\_ (total amount should include AHRMM dues if renewing AHRMM membership)

I hereby apply for membership in KAHRMM and/or AHRMM and certify that I meet the membership requirements.

Name: (please print) \_\_\_\_\_ Title: \_\_\_\_\_

Name of Hospital or Employer: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Fax Number: \_\_\_\_\_

E-mail \_\_\_\_\_ County \_\_\_\_\_

Applicant's Signature: \_\_\_\_\_ Date Submitted \_\_\_\_\_

Hospital Employee: Y / N

Healthcare Vendor: Y / N

PLEASE MAKE CHECKS PAYABLE TO KAHRMM, AND MAIL TO:

Geary Community Hospital  
Attn: Chrissy Fink, RN, CMRP  
Materials Management  
1102 St. Mary's Road  
Junction City, KS 66441

