



KAHRMM

Kansas Association for Healthcare
Resource & Materials Management



JUNE 2017

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Calendar of Events

July 23-26

National AHRMM Conference
Washington, D.C.

Sept. 7-8

KHA Conference - Wichita

Oct. 1-7

National Healthcare Supply Chain Week

Oct. 19-20

Central Plains Expo
Wichita

To Be Scheduled

Fall Lunch & Learn
Dodge City



President's Message

By Robin Doty

We had a very productive "Summer Education Session" and "Drive for Education" earlier this month in Salina. Thanks to everyone who assisted and participated in both events.

More education opportunities are right around the corner, as the AHRMM National Convention is fast approaching. As a reminder, it will take place July 23-26 in Washington D.C. We have a number of KAHRMM members registered to attend, so we hope to have a strong presence again this year. I'm looking forward to seeing many of you in D.C. at the end of July!

Membership Message

By Corey Schmidt

Hello everyone. It's hard to believe we are halfway through 2017. We have already had some great education this year, and there is more to come. Mark your calendars now, and plan to join us for all of the upcoming networking, fun and learning. Invite your neighboring colleagues to join us and see the benefits of being a member. When you see our vendor sponsors, be sure to thank them. Due to their financial support, we're able to provide scholarships and help more of our members attend the educational programs.

Leadership Article

By Randy Lott

The article below is taken from a recent “Tips for Greater Success” written by Dan Nielsen, founder of AmericasHealthcareLeaders.com and NIHCL.com. The article highlights Dan’s tips for being responsive and for achieving greater success when dealing with the needs and expectations of others:

Be Responsive: Follow UP and Follow THROUGH

dannielson.com/2017/06/15/be-responsive-follow-up-and-follow-through/

Every day, we are faced with new challenges, questions, problems and needs. And attached to nearly every one of those issues are people who are waiting on a response. Each of us - and particularly those in leadership roles - must daily prioritize, delegate and problem solve, all while balancing the expectations and desires of the people whom those decisions affect.

Communications is a critical part of being responsive. Here are a few tips for being responsive and achieving greater success when dealing with the needs and expectations of others:

1. Promptly acknowledge a need or request. This ensures that those involved know that their need has been recognized and something is being done about it. If you’ve ever sent an email or left a voice message and waited for hours, days or even weeks to receive a reply, you understand the value of a prompt response. Even if an immediate resolution is not possible, that basic acknowledgement of the need is an important first step.

2. Follow up regularly. Lack of communication can seriously diminish your efforts in responding to a need. By failing to communicate about what you are doing to address a problem, you risk losing the confidence of those depending on you to help. No matter how quickly and appropriately you begin working on resolving a need, if those involved don’t know how or if you’re doing something about it, then you will not be perceived as responsive. This can have major ramifications to your influence and effectiveness.
3. Follow through on promises. Hand-in-hand with regular communication and follow-up is the commitment to consistently follow through on whatever actions you have promised to take. This is critical. Without consistent follow-through, your impact and credibility will be seriously undermined!

Of course, not every resolution works out perfectly. Things do change, and no matter your intentions and efforts, you will not be able to follow through exactly as promised in every situation. But by regularly following up and consistently communicating throughout the process as you find another resolution, you will set an example and make an impression as a responsive and dependable friend, colleague and leader!

[This article was adapted from Chapter 8 of my book, [Be an Inspirational Leader](#)]



About the Author

Dan Nielsen is the author of the books *Be an Inspirational Leader: Engage, Inspire, Empower* and *Presidential Leadership: Learning from*

United States Presidential Libraries & Museums. He regularly writes and speaks on leadership excellence and achieving greater success, and is available to deliver keynote presentations or facilitate discussions for your organization. [Click here](#) to learn more!

What Is Happening with Healthcare in America

By Pat Tabor

What a loaded question! Every day, we are inundated with stories of crisis, healthcare, terrorism, etc. The problems seem to multiply, but it's difficult to find good solutions. Let's focus on Healthcare. We know that Obamacare is being replaced. At least that is the latest talk. One survey showed affordable healthcare was a greater concern to most Americans than the economy, and a terrorist attack running second and third respectively.

Providing more with less is and always has been a goal of every good materials manager. At the core is finding a way to do more with less cost. Sometimes it is driven by innovation, need or just improvements. Americans overwhelmingly want affordable healthcare. There is no simple solution. And the goal eludes politicians, drug companies and all the stake holders.

Our jobs hinge on finding new solutions that reduce costs and provide more money so more people can have better and more comprehensive care. It seems like an easy thing to say. But nearly impossible to achieve. So how do we achieve it?

One day, one deal, one PO at a time. Everything we do has to focus on building a better system. Securing products at the best cost; ultimately, providing the best outcomes for our patients. We keep hearing there is no more cost in the system. That appears to be wrong. We keep seeing prices go down on things we thought could go no lower. More money is in play than ever before, as we wage the battle, one deal at a time, to get the best cost and yield the best care.

So each day, arrive at work knowing whatever you accomplish that day is furthering the goal of better care and more care for all. Especially for those who need it most. Kind of like the old saying, one for all and all for one.

CQO

The article below is Part 2 of excerpts taken from the December 2016 *AHRMM Report: CQO and the Triple Aim: Supply Chains' Strategic Connection*. Other excerpts will arrive quarterly in future *KAHRMM Newsletters*.

SUPPLY CHAIN'S STRATEGIC CONNECTION

Supply chain is aligning to support more sites outside the traditional acute care setting. The implementation of alternative payment models has been a driver in this alignment by requiring healthcare organizations to be accountable for managing patient care across the care continuum and into the non-acute care segment. As an example, supply chain teams that work within organizations that have been included in the Centers for Medicare & Medicaid Services' Comprehensive Care for Joint Replacement pilot have started collaborating with clinical and orthopedic administrative teams in the assessment of supply use, utilization and cost across the continuum of care.

Supply chain teams are beginning to link supply data and clinical data that can more accurately assess utilization and provide physicians with information to identify outliers that impact cost, efficiency and outcomes.

SUPPLY CHAIN'S STRATEGIC CONNECTION

Strategic collaborations between provider and supplier are foundational to moving from the First Curve (volume-based care) to the Second Curve, which is characterized by holistic, integrated and strategic care with an emphasis on value-based care.

The success of this model is established upon highly collaborative culture inside an organization, as well as externally across the continuum of care. The implementation of alternative payment models by CMS is driving expansion of the "spectrum of care" that hospitals and health systems have traditionally worked within.

CMS has indicated that 50 percent of their current fee-for-service payments will be moved to an alternate payment model by 2018. We are seeing this already with the implementation of the CJR and proposed Cardiac Care Bundle for acute myocardial infarction and coronary artery bypass graft.

In order to engage in prevention and health promotion strategies, hospitals and systems are partnering with multisector stakeholders within their communities including employers, community agencies and schools. In some cases, those stakeholders have resources to engage in health promotion activities. In other cases, those resources are needed.

AHRMM Update

The following article was taken from AHRMM's Weekly E-Newsletter dated June 13, 2017. For more information about the candidates, please go to AHRMM's website.

AHRMM Board Election

Each year, AHRMM holds member elections for open positions on the AHRMM Board. Starting in March 2017, the Nominating Committee will seek nominations for the 2018 AHRMM Board seats. There is one affiliate seat, one military seat, and two provider seats open for the 2017 election. Voting for the 2017 Board Election will be from July 24, 2017, to Aug. 7, 2017.

As an AHRMM member, your participation is vital to the continued success of the Association. Get to know each of the candidates running for the open positions. Check out their candidate profiles below.



Andria J. Davis, CMRP
Director, Materials Management
Onslow Memorial Hospital
Jacksonville, NC



Richard A. Guernsey, MBA, CMRP
Project Manager
Supply Chain Transformation Office
Veterans Health Administration
Washington, D.C.



William Preston Hall, CMRP, FAHRMM
Director, Supply Chain Management
Clarion Hospital
Clarion, PA



Stephen Kiewiet, CMRP
Vice President
Supply Chain Operations Manager
BJC Healthcare
St. Louis, MO

Affiliate Seat Candidates



**Lora L. Johnson, MBA, BSN, RN,
FAHRMM, CMRP, ACHE**
Consulting Director
Vizient, Inc.
Irving, TX



Susan A. Morris, CMRP
Healthcare Executive
Cerner Corporation
Kansas City, MO



Ron Prybella, BSEE, MBA, CMRP
Senior Director of Marketing
Medegen Medical Products
Hauppauge, NY

Military Seat Candidates



Ronald J. Aquino, CMRP
Chief, Logistics Division
Landstuhl Regional Medical Center
Landstuhl, Germany
APO, AE

KHA Update

The following is an excerpt of an article highlighted on the KHA website. The article recognizes a number of Kansas hospitals for innovation, quality and leadership. Please go to <http://www.kha-net.org/Communications/MediaReleases/> to see the entire article.

For more information, contact Toni Dixon, KHC director of communications, (785) 231-1322 or tdixon@khconline.org.

Hospitals Recognized for Innovation and Quality Improvement

Topeka, Kan. – Three Kansas hospitals were recognized for their leadership and achievement in quality improvement and patient safety by the Kansas Healthcare Collaborative. The awards were sponsored by the KaMMCO Foundation and presented at the Ninth Annual Summit on Quality, jointly hosted by KHC and Kansas Foundation for Medical Care, Inc. in Wichita, May 10.

Salina Regional Health Center, Salina, Kan., received the KHC 2017 Leadership in Quality Award, presented annually to a facility that reflects KHC's vision for improving the health of populations, enhancing the experience of patients, and reducing the per capita cost of care. The award included a cash prize of \$5,000 provided by the KaMMCO Foundation. Awards of Merit were presented to Rooks County Health Center, Plainville, Kan., and Coffeyville Regional Medical Center, Coffeyville, KS. The three hospitals recognized are among the 117 hospitals throughout the state that participate in the KHC Hospital Improvement Innovation Network. Representatives from all three hospitals received awards presented by Kendra Tinsley, KHC executive director, and Daniel Suiter, MD, chairman of the KaMMCO Foundation board of directors.

“KaMMCO and KHC are proud to recognize and to reward the successful efforts of Kansas health care providers,” said Suiter. “By focusing on key priorities and tracking specific improvement activities, our hospitals are delivering safe, quality-driven and highly reliable patient-centered care. We applaud the work of our dedicated and innovative hospital employees. On a daily basis they seek to improve the health of their friends and neighbors in their communities. They are ever-aware of the lives they are touching and the difference they are making with every single patient.”

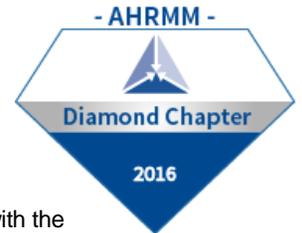
Tinsley said, “The Leadership in Quality award was established to recognize individuals and organizations in Kansas who dedicate time, energy and talent to ensure safe, quality care for Kansas patients. Today, we celebrate these hospitals and providers who exemplify that effort.”



KAHRMM

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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). 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

