



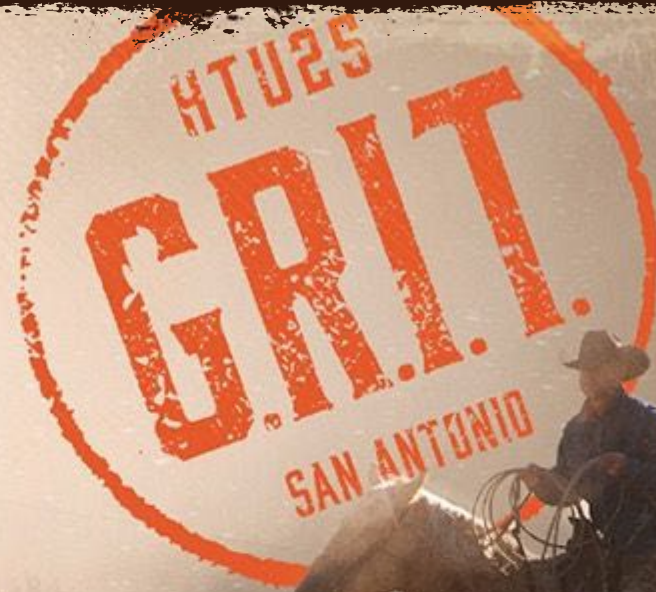
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Getting Psyched Up: Developing a Systemwide Behavioral Health Product Formulary

THIS SESSION IS NOT OPEN TO SUPPLIERS

Applying for CE credit or need a Certificate of Participation? Be sure to snap a pic of the code shown at the end of this session.

CE Deadline: 09/30/25



Presenters



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Disclosures



The presenters have no real or perceived conflicts of interest related to this presentation

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Learning Objectives



At the end of this session, participants should be able to:

- Recognize key elements to inform standardization efforts and a new Supply Chain formulary.
- Recall the unique roles needed to evaluate, develop and implement a new behavioral health formulary.
- Identify helpful tips to leverage data and communication strategies to support Supply Chain standardization efforts.

Polling Question #1



Have you been impacted by mental illness in some way (family member, co-worker, neighbor, yourself)?

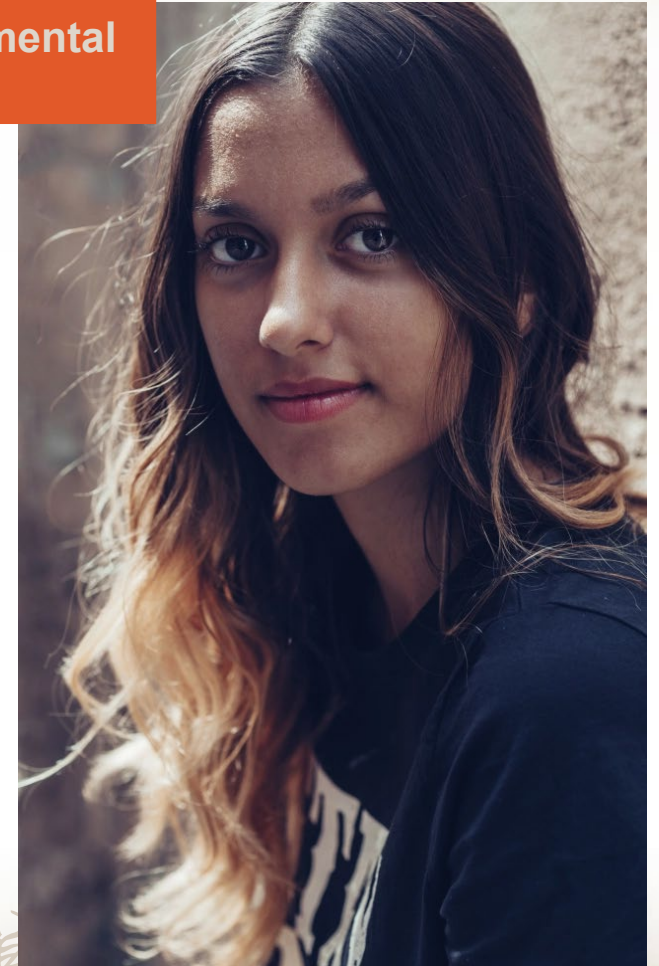
A. Yes

B. No

Why the Round Up?

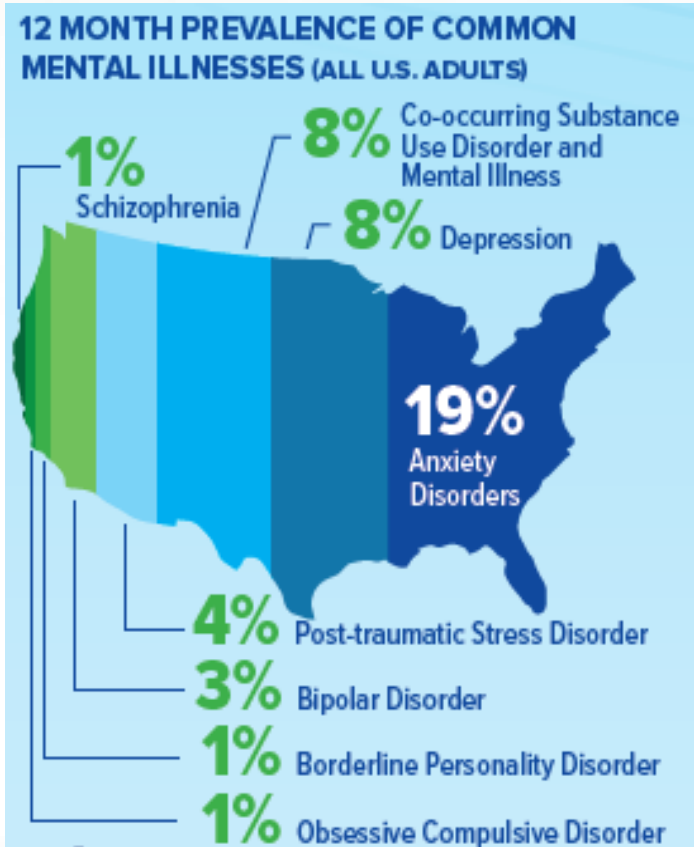
These numbers are powerful tools for raising awareness, stigma-busting and advocating for better mental healthcare.

- **1 in 5** U.S. adults experience mental illness
- **1 in 20** U.S. adults experience serious mental illness
- **1 in 6** U.S. youth aged 6-17 experience a mental health disorder
- Half of all lifetime mental illness begins by age 14 and 75% by age 24
- **Suicide** is the 2nd leading cause of death among people aged 10-14



Source: 2024 data from National Alliance on Mental Illness

Why the Round Up?



Source: 2024 data from National Alliance on Mental Illness

- People with depression have a **40% higher risk of developing cardiovascular and metabolic diseases** than the general population
- 33.5% of U.S. adults with mental illness **also experienced a substance use disorder** in 2021 (19.4 million individuals)
- High school students with significant symptoms of depression are **more than twice as likely to drop out** compared to their peers
- Students aged 6-17 with mental, emotional or behavioral concerns are **3x more likely to repeat a grade**

BHS Stomping Grounds



HCA Healthcare is the **third largest** provider of mental health services in the nation and includes over 50 inpatient facilities.

By the numbers

89K+

Inpatient admissions

3K

Licensed beds

200+

Employed psychiatrists

156K

Outpatient visits

200+

Outpatient programs

4K+

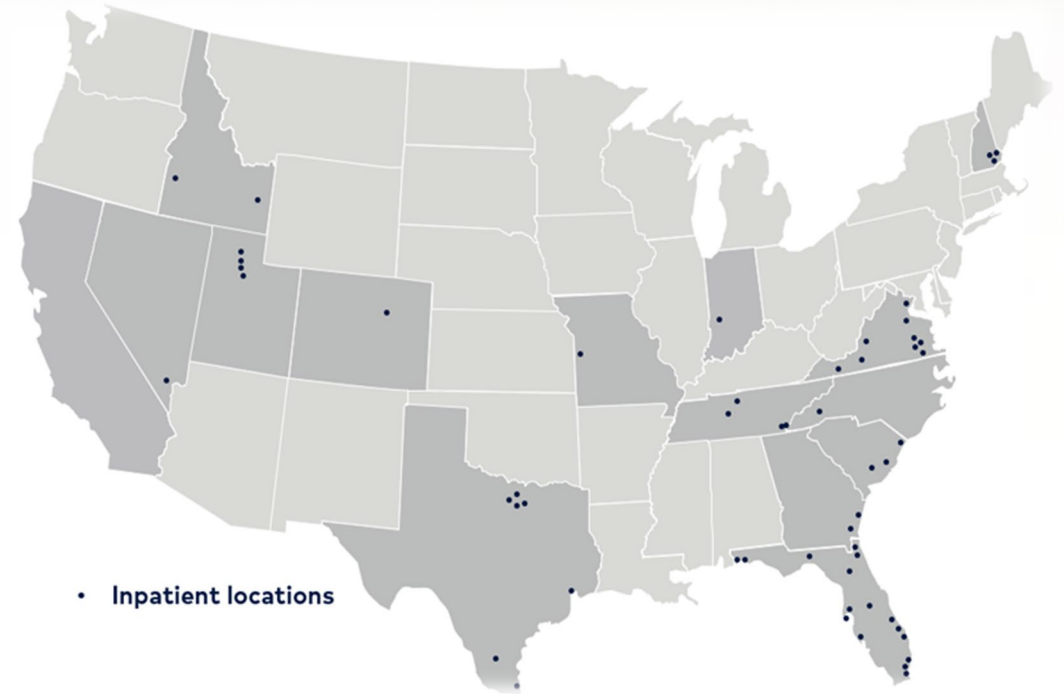
colleagues

15

GME programs

15

states



Source: HCA Healthcare data. Information accurate as of May 2025

HCA BH Partnerships



Photos: Used with permission of HCA

Assessment Question #1



What resources do you think a BH patient would need that may be different than that in an acute care setting? (Recognizing key elements to inform a new formulary)

- A. Hygiene Items/Hairbrush
- B. Weighted furniture
- C. Disposable scrubs
- D. All of the above

Assessment Question #1: Correct Response



What resources do you think a BH patient would need that may be different than that in an acute care setting? (Recognizing key elements to inform a new formulary)

- A. Hygiene Items/Hairbrush
- B. Weighted furniture
- C. Disposable scrubs
- D. All of the above

Regulatory Requirements



The Joint Commission

- Non-profit organization with goal of quality improvement and patient safety
- Survey agency for CMS
- National Patient Safety Goals and Standards



Centers for Medicare and Medicaid Services (CMS)

- Oversees Medicare and Medicaid programs
- Payer source for Medicare program
- Sets standards for participating hospitals (i.e., Conditions of Participation)



Department of State Health Services

- Enforces federal and state statutes and regulations
- Authorized survey agency for CMS
- Hospital licensing

Polling Question #2



How many Ligature Risks in this photo?



- A. 5
- B. 10
- C. 20
- D. 25+

Polling Question #2: Correct Response



How many Ligature Risks in this photo?

- A. 5
- B. 10
- C. 20
- D. 25+



HealthTrust Alignment & Decision-making



Nursing



Surgery



Radiology



Cardiology



Laboratory



IT



Food &
Nutrition



Pharmacy



Facilities



ASCs

Led by HealthTrust
subject-matter experts

Clinical integration via
physician advisors

Comprised of practicing
professionals from membership

Analytics, customized
financial modelling

Supported by new tech
assessment team

Aligned strategy & implementation

Specialty Committees: Advanced Wound Care, Perinatal, Infection Prevention, Respiratory Therapy, Cardiovascular Surgery

Building a Collaborative Team



- Decision-making group
- Oversight of Nursing, Perinatal, Infection Prevention, Wound, Burn, Dialysis, Respiratory & Laboratory contracted categories
- Embed Behavioral Health mindset across all care areas



Determining Need for Product Differentiation



Products Specific to Behavioral Health Units/Hospitals

- Disposable scrubs
- Deodorant
- Non-breakable toothbrushes
- Pillows
- Patient room furniture
- Laundry detergent

Behavioral Health-friendly Products for all Units

- Elastic bandages
- Fall alarms and sensors
- Patient restraints

BHS colleagues volunteering in North Carolina



Sept. 28, 2024 Hurricane Helene's remnants flooded Asheville, NC and the surrounding community.



BHS teams rushed to support Sweeten Creek Mental Health & Wellness Center patients and colleagues within hours.



The facility had no running water. Thank you bucket brigade!



Keeping the patients and staff happy and safe.



The mini-mart kept everyone fed and hydrated.



Providing resources for those who lost everything.





Assessment Question #2

What data would you want to understand before trialing your own BH formulary? (Leveraging data and communication to support standardization efforts)

- A. Number of current SKUs
- B. Current Vendors engaged in the space
- C. Contracts up for renewal
- D. All of the above



Assessment Question #2: Correct Response

What data would you want to understand before trialing your own BH formulary? (Leveraging data and communication to support standardization efforts)

- A. Number of current SKUs
- B. Current Vendors engaged in the space
- C. Contracts up for renewal
- D. All of the above

Clinical Understanding & Data Needs



Importance of Clinical Resource Director (CRD) & Supply Chain Director (SCD) roles in Behavioral Health (BH) areas:

- Clinical
 - Specialized Products to meet Compliance for safety
 - Challenges in obtaining specific products
 - Education on new product formulary
 - Impact on patient care
- Operational
 - Confirm items are acceptable to be added to a BH par
 - Complete par changes in the Point Of Use (POU) rooms

Clinical Understanding & Data Needs



Data review for purchase history

- Power BI Reports
 - Looking for specific BH items? What are other facilities using in BH?
 - Migration of BH supplies to Non-BH units
 - Non-contract

COID	Category Name	Period	SMART Dept Name	Mfg Vendor Na	Mfg Ven	Facility Item Desc	Standard	Contract
26990 -	Adult Incontinence Mesh B	May 2025	PSYCHIATRIC CARE UNIT	MEDI-TECH INTERNATI	MB14002C	BRIEF MSH L/XL INCNT MEDIBRIEF DISP	0000630488	005900
26990 -	Bags Ice Refillable	May 2025	PSYCHIATRIC CARE UNIT	KERMA MEDICAL PROD	4001	BAG ICE SM 12X5IN TIE ATCH REFL 4230	0000745005	001132
26990 -	Blood Collection Lancets	May 2025	PSYCHIATRIC CARE UNIT	ASP GLOBAL	804	LANCET SFTY CNTCT ACT 26GA 1.8MM N	0000221663	006028
26990 -	Dental Supplies	May 2025	PSYCHIATRIC CARE UNIT	PROCTER&GAMBLE CO	76660000864	COMPOUND COAT FXDNT TUBE CRM 1.4	0000670952	999999
26990 -	Dressings Adhesive Transp	May 2025	PSYCHIATRIC CARE UNIT	EAST RIDGE UNIFORMS	1624W	DRESSING TRNS 2.75INX2 3/8IN PU N/C	0000365754	000827
26990 -	Gloves Exam	May 2025	PSYCHIATRIC CARE UNIT	TRONEX INTERNATIONAL	9128-10	GLOVE EXM SM NTRL PF NS DISP LF 7945	0000759691	001992
26990 -	Gloves Exam	May 2025	PSYCHIATRIC CARE UNIT	TRONEX INTERNATIONAL	9128-20	GLOVE EXM MED NTRL PF NS DISP LF 794	0000759692	001992
26990 -	Gloves Exam	May 2025	PSYCHIATRIC CARE UNIT	TRONEX INTERNATIONAL	9128-30	GLOVE EXM LG NTRL PF NS DISP LF 7944	0000759693	001992
26990 -	Gloves Exam	May 2025	PSYCHIATRIC CARE UNIT	TRONEX INTERNATIONAL	9128-35	GLOVE EXM XL NTRL PF NS DISP LF 7252	0000759694	001992
26990 -	Needles & Syringes Insulin	May 2025	PSYCHIATRIC CARE UNIT	THE PAINT STORE	328449	SYRINGE SFTY 3/10ML 31GA 6MM INSN	0000616842	108247
26990 -	Needles & Syringes Safety	May 2025	PSYCHIATRIC CARE UNIT	CARDINAL HEALTH 200	8881882712	SYRINGE SFTY 1ML 27GA 1/2IN TB STRL	0000092342	000689
26990 -	Nursing Supplies	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	NON024220	CUP MED 1OZ PPR SFL TIGHT RL LF	0000365032	000199
26990 -	Nursing Supplies	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	NON135000	SPLITTER PILL BLU LF 52266	0000762174	999999
26990 -	Nursing Supplies	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	NON241286	PAD SNTR ADHES MAX ABS FLF PLMR 626	0000304863	000199
26990 -	Pads Alcohol Prep	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	MDS090735	PAD PRP 70% ISPRP ALC 2 PLY MED 7103	0000562296	047586
26990 -	Patient Care Supplies	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	CUR005331	JELLY PET TUBE 1 OZ DISP LF 65043	0000148950	002800
26990 -	Patient Care Supplies	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	MDS093902	SWABSTICK PRP PCH 4IN 10% PVP IOD 63	0000394266	002800
26990 -	Patient Care Supplies	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	MDS098001Z	SOLUTION ANSEP BTL 16OZ 3% H PROXD	0000364960	002800
26990 -	Patient Plastic and Bedside	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	DYND70293	CUP 8OZ IMPRT LID AQ CLR DNTR PLS 63	0000364854	000187
26990 -	Patient Plastic and Bedside	May 2025	PSYCHIATRIC CARE UNIT	MEDLINE INDUSTRIES L	DYND80235S	URINAL PT GRAD SPLSH PRF LID M 1000	0000177384	000187

Implementing New Products



Partnering to review/replace products

- Weekly facility reviews
 - SCD meets with facility leaders for requests of specific items requested for BH patients which can include weighted furniture, scrubs, sock lengths
 - SCD meets with facility Maintenance Director for specific items like patient room light switches, doorknobs, screws, etc.
- Monthly SMAT/CVAT meetings
 - Present New Item requests from Nursing leaders for CFO approval
 - Approved items added to facility pars for ordering, then communicated to leaders for education purposes, if needed
- Vendor Relationships

BH Supply Room Variations

Geriatric Supply rooms contain personal care items in addition to having:

- Diapers, IV Supplies & some catheterization supplies
- No restraints



Geriatric Supply Room

Source: Photos courtesy of Laura Hollis, HCA BHS. Not for reuse without permission of Laura Hollis

BH Supply Room Variations

Adolescent/Adult Supply rooms contain limited personal care items.

- Includes:

- Body wash
- Deodorant
- Specialty Combs
- Specialty Toothbrush



Adolescent Supply Room

Source: Photos courtesy of Laura Hollis, HCA BHS. Not for reuse without permission of Laura Hollis



Polling Question #3

What percentage of SKUs were consolidated during Phase One of this work?

- A. 17%
- B. 53%
- C. 38%
- D. 62%



Polling Question #3: Correct Response

What percentage of SKUs were consolidated during Phase One of this work?"

- A. 17%
- B. 53%
- C. 38%
- D. 62%

Accomplishing Work in Phases



Phase 1

- Optimize spend within contracted categories
- Create structured product launch for ease of reference

Phase 2

- Evaluate & eliminate spend through non-contracted national wholesalers

Phase 3

- Review & update existing standards for Behavioral Health furniture, as needed

Decisions & Communication for BH formulary



- **Corporate**

- Supply Chain – Senior Director
- AVP of Nursing Operations BH
- Education
- Quality

- **Division**

- Supply Chain – VP of Clinical Operations
- Division VP of Nursing Operations
- Division AVP of Education
- AVP of Quality
- CRD/SCD

- **Facility**

- Nurse Executive Leadership Team
- SMAT
- Supply Chain Techs



Vendor





Assessment Question #3

How should decisions for a BH formulary be communicated? (Using roles and strategies to implement a new formulary)

- A. Collaborative meetings
- B. Unit based huddles
- C. Newsletter communications
- D. All of the above



Assessment Question #3: Correct Response

How should decisions for a BH formulary be communicated? (Using roles and strategies to implement a new formulary)

- A. Collaborative meetings
- B. Unit based huddles
- C. Newsletter communications
- D. All of the above

Continuous Improvement



Polling Question #4



Have you learned something about creating/developing a Behavioral Health formulary?

A. Yes

B. No



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Thanks y'all!



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