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Visibility Through Continuous Integration: Building Supply Chain Resiliency

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CE Deadline: 09/30/25



Howdy!

Presenters



**David Mimms,
MBA**

Director, Supply Chain &
Logistics

Memorial Health
System Gulfport



**Elizabeth Shantel
Sherman, BS-HAE,
RN, LSSGB**

Value Analysis Manager

Memorial Health
System Gulfport



**Rene Waguespack,
BS, BA**

Contract Manager

Memorial Health
System Gulfport



Stephanie Wright

Sr. Procurement &
Informatics Specialist

Memorial Health
System Gulfport

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 the impact of supply chain resiliency on a healthcare institution.
- Recall the components of supply chain visibility that are vital to supply chain resiliency.
- Identify strategies to build supply chain resiliency within a health system.

Memorial Health System



- Memorial Health System is a public, not-for-profit medical complex based in Gulfport, Mississippi, jointly owned by the City of Gulfport and Harrison County. It is comprised of:
- 4,700+ employees
- 3 Hospitals (Biloxi, Gulfport, Wiggins)
481 licensed beds
- 3 offsite Surgery Centers
- 2 Nursing Homes
- 100+ Physician Clinics
- 12 Walk-in/Urgent Care Clinics
- 8 Diagnostic Centers



Memorial Hospital Gulfport

Source: Memorial Health System Supply Chain. Not for reuse without permission of Memorial Health System



Poll Question #1

Does your organization have a strategic plan in place for Supply Chain resiliency?

- A. Yes
- B. No
- C. Unsure

What is Supply Chain resiliency?



- According to Merriam-Webster, resilience is:
“the ability to recover from or adjust easily to misfortune or change.”
- Our definition, as it applies to Supply Chain and Healthcare:
“The ability to anticipate, plan for, respond to and learn from impacts and to develop processes that allow for minimal to no interruption in ability to support patient care needs.”

**A successful Supply Chain
must build proactive
processes into strategic
plans for response to
impacts that may or may
not be anticipated.**

Source: <https://www.merriam-webster.com/dictionary/resilience>

Source: Memorial Health System Supply Chain. Not for reuse without permission of Memorial Health System.

**What kind of impact does
Supply Chain resiliency
have to a healthcare
institution?**





The Impact of Resiliency

- Supply Chains that are resilient are better able to support continued quality patient care while minimizing financial risks to their organization.
- By implementing various programs and initiatives with end-to-end visibility, success is achievable.
 - Value Analysis
 - Recall Program
 - Backorder Huddles
 - Conversion Team
 - Critical Product Interruption (CPI) Team
 - Contract and Rebate Management
 - Financial Reporting

Source: Memorial Health System Supply Chain. Not for reuse without permission of Memorial Health System.

Backorders



- Backorder huddle calls between Supply Chain and department leaders
- Preapproved clinical substitutions in database for quick reference
- Utilizing HealthTrust to see product alternatives that are on contract vs. non-contract

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
Ship-To Name	Order Date	Medline Order #	PO Number	PO Line	Cust Item #	Medline Item #	Medline Item Description	Q	UM	BO	UM	Reason Type	Est Avail Date	DED Qty	DED UM	Internal Order Comments from SAP (Z104)	Possible Subst. Item
BULK STORE	01/02/25	642058185	4000302838	6	111557	ABB71010272	MBO-SODIUM CHLORIDE 0.9% ADD-VFC24X250ML	25	CS	5	CS	Backorder	02/28/2025	22.00	CS	MBO - ERD is 02/28/2025	
BULK STORE	02/03/25	644832464	4000305671	2	101412	MSC095304	READYBATH, SCENTED, 8/PK	8	CS	4	CS	Backorder	03/03/2025	86.00	CS	MBO - ERD is 03/03/2025	MSC095106
BULK STORE	02/03/25	644832464	4000305671	17	2551	KAWPBMH23G	WINGED,ZEN,BLOOD,SET,HOLDER,23G	30	CS	5	CS	Backorder	02/12/2025	180.00	CS	OUT OF STOCK - ETA is 02/12/2025	
GEN STORES	10/09/24	634705774	4000295137	57	2230	H-T20LF	MBO-TAPE,ZINC,WATERPROOF,PINK,2"X5YD	1	CS	1	CS	Backorder	02/14/2025			NONSTOCK MBO - ERD is 02/14/2025	
GEN STORES	11/11/24	637641359	4000298179	104	2311	ABB71016666	MBO-SODIUM CHLORIDE 0.9% ADD-VFC 50X50ML	1	CS	1	CS	Non-Stock	02/28/2025			NONSTOCK MBO - ERD is 02/28/2025	
GEN STORES	11/14/24	637982989	4000298609	37	2311	ABB71016666	MBO-SODIUM CHLORIDE 0.9% ADD-VFC 50X50ML	1	CS	1	CS	Non-Stock	02/28/2025			NONSTOCK MBO - ERD is 02/28/2025	
GEN STORES	11/21/24	638587478	4000299282	46	1855	PMCV2941335	MBO-MEDIACHRT,NOVPLUS,GRNROLL,50X30,48CS	1	CS	1	CS	Non-Stock	02/21/2025			NONSTOCK MBO - ERD is 02/21/2025 VENDOR PO CUT	
GEN STORES	12/06/24	639828407	4000300591	41	1569	RSH18542030	MBO-AIRWAY,NASOPHARYNGEAL,NEOPRENE,30FR	1	BX	1	BX	Backorder	07/01/2025	4.00	BX	MBO - ERD is 07/01/2025	
GEN STORES	12/12/24	640368171	4000301203	46	2311	ABB71016666	MBO-SODIUM CHLORIDE 0.9% ADD-VFC 50X50ML	1	CS	1	CS	Non-Stock	02/28/2025			NONSTOCK MBO - ERD is 02/28/2025	
GEN STORES	12/26/24	641479737	4000302334	14	1570	RSH18542028	MBO-AIRWAY,NASOPHARYNGEAL,NEOPRENE,28 FR	6	BX	2	BX	Backorder	02/10/2025	6.00	BX	MBO - ERD is 02/10/2025	
GEN STORES	01/13/25	643055161	4000303738	54	1568	RSH18542032	ADJUSTABLE FLANGE NASAL AIRWAY 32F	1	BX	1	BX	Non-Stock	02/24/2025			NONSTOCK MBO - ERD is 02/24/2025 VENDOR PO CUT	
GEN STORES	01/13/25	643055161	4000303738	56	1572	RSH1854224	MBO-AIRWAY,NASOPHARYNGEAL,NEOPRENE,24 FR	1	CS	1	CS	Non-Stock	02/17/2025			NONSTOCK MBO - ERD is 02/17/2025 VENDOR PO CUT	
GEN STORES	01/20/25	770882659	4000304463	910	P7003	HTP9800	MBO-GUARD,ANCORFAST	3	BX	3	BX	Allocated Item	06/05/2025	9.00	BX	MBO - ERD is 06/05/2025	
GEN STORES	01/22/25	643865211	4000304658	6	101336	R-L68230	MBO-DRINK,ENSURE,PLUS,HP,CHC,8OZ,RECLB	4	CS	3	CS	Backorder	02/20/2025	23.00	CS	MBO - ERD is 02/20/2025	R-L68234
GEN STORES	01/22/25	643865211	4000304658	46	6380	H-T5LF	MBO-TAPE,ZINC,WATERPROOF,PINK,1/2"X5YD	2	CS	2	CS	Backorder	05/20/2025	2.00	CS	MBO - ERD is 05/20/2025	OMAM55CS
GEN STORES	01/28/25	644342495	4000305103	45	2577	UTD66800900	DRESSING,ALLEYYN,GENTLE BORDER,10X20	2	CS	2	CS	Backorder	06/17/2025	4.00	CS	MBO - ERD is 06/17/2025	
GEN STORES	01/28/25	644342495	4000305103	58	P7003	HTP9800	MBO-GUARD,ANCORFAST	3	BX	3	BX	Allocated Item	06/10/2025	9.00	BX	MBO - ERD is 06/10/2025	
GEN STORES	01/31/25	644662739	4000305550	45	1537	MIK07PK804	DRAPE,C-ARM OEC GE 9800 STERILE	4	CS	1	CS	Backorder	02/17/2025	21.00	CS	OUT OF STOCK - ETA is 02/17/2025	
GEN STORES	02/04/25	644945272	4000305876	1	100121	SLT8960750	NEBULIZER, NEBUTECH SM VOLUME	8	CS	1	CS	Backorder	02/17/2025	17.00	CS	MBO - ERD is 02/17/2025	
GEN STORES	02/04/25	644945272	4000305876	28	1459	M-A8101	CLEANER,CAUTERY TIP	1	CS	1	CS	Non-Stock	03/03/2025			NONSTOCK MBO - ERD is 03/03/2025	DYNJ01208
GEN STORES	02/05/25	645057612	4000305877	24	14122	NON255145	CAUTRY DACKING STRIP PLAIN 1/4"X5YD STRI	1	CS	1	CS	Backorder	02/06/2025	2.00	CS	OUT OF STOCK - ETA is 02/06/2025 Back order	NON255145

Source: Memorial Health System Supply Chain. Not for reuse without permission of Memorial Health System.

Conversions



- Reasons for Conversions
 - Discontinued products
 - HealthTrust Contract Compliance
 - Savings opportunities

Company	Category	Type	Facilities
Memorial Hospital at Gulfport	Pads, Alcohol Prep	Conversion	1
Memorial Hospital at Gulfport	Sterile Processing Accessories	Conversion	1
Memorial Hospital at Gulfport	Gloves, Surgeon	Conversion	1
Memorial Hospital at Gulfport	Tube Holders and Securement Devices	Conversion	1
Memorial Hospital at Gulfport	Neonatal and Infant Supplies	Conversion	1
Memorial Hospital at Gulfport	Caps, Headwear	Conversion	1

VI. In Process Conversions

a. Blood Pressure Cuffs

- GE bp cuffs will be updated to new SKUs. All connectors that still need to be replaced will be done so on 3/3/25.
- End of life on old SKUs 6/30/2025.

SOFT-CUF, SMALL ADULT, DINACLICK, 17 - 25 CM, ENG., 20/BOX	SFT-A1-2A	SFT-A1-2A-SS
SOFT-CUF, ADULT, DINACLICK, 23 - 33 CM, ENG., 20/BOX	SFT-A2-2A	SFT-A2-2A-SS
SOFT-CUF, ADULT LONG, DINACLICK, 23 - 33 CM, ENG., 20/BOX	SFT-A2-2A-L	SFT-A2-2A-L-SS
SOFT-CUF, LARGE ADULT, DINACLICK, 31 - 40 CM, ENG., 20/BOX	SFT-A3-2A	SFT-A3-2A-SS
SOFT-CUF, LARGE ADULT LONG, DINACLICK, 31 - 40 CM, 20/ BOX	SFT-A3-2A-L	SFT-A3-2A-L-SS
SOFT-CUF, RADIAL, DINACLICK, 26 - 36 CM, 20/ BOX	SFT-F1-2A	SFT-F1-2A-SS
SOFT-CUF, INFANT, DINACLICK, 08 - 13 CM, 20/ BOX	SFT-P1-2A	SFT-P1-2A-SS
SOFT-CUF, CHILD, DINACLICK, 12 - 19 CM, ENG., 20/BOX	SFT-P2-2A	SFT-P2-2A-SS

- Check with supplier to find out if the new SKUs are available to purchase now.
 - 3/5/25 – The new SKUs are available to be ordered from Medline. Email was sent to Claire to move the DED's and item#s from the current catalog #s to the new catalog #s. Waiting on green light to convert in item master.
 - 3/19/25 – Email received with confirmation that all but 1 SKU is ready to be converted. Product is in stock and ready to purchase. The 1 remaining SKU has an ETA of 3/22/25.
 - NIR submitted 3/31/25.

- Bi-weekly Conversions Meeting
 - In process and upcoming conversions
 - Education as needed
 - Review for up to a 90-day follow up

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What are the vital components of visibility that a Supply Chain needs to become resilient?

Supply Chain Visibility



Backorder Huddles

- Multidisciplinary
- Standing meeting to discuss current backorders and anticipated interruptions
- Identify substitute and alternative options



Critical Product Interruption Team

- Multidisciplinary
- Situation, Background, Assessment, Response (SBAR) communication
- Standing meetings based
- Identified list of critical products and substitutes or alternatives



Recall Program

- Multidisciplinary
- Systemwide policy
- Defined roles and responsibilities
- Standing meetings
- Audit workbook approach for documentation

Source: Memorial Health System Supply Chain. Not for reuse without permission of Memorial Health System.

**What are some strategies
that you could use to build
Supply Chain resiliency
within your health system?**



Supply Chain Strategy



- Plan, Prepare and/or Respond to Disruptions:
 - Allocations
 - Vendor to Healthcare organization
 - Healthcare organization to internal departments
 - Backorders
 - Substitutions or alternative clinical equivalents
 - Recalls
 - May lead to backorders
- Gain increased financial stability through various cost savings initiatives
 - Conversions
 - Participation in SIPs & Rebates
 - Contract, Rebate & GPO Compliance
- Clear, concise processes for product interruptions

Visibility & Strategy



- Identify critical products
- Map manufacturers, distributors, suppliers
- “Made in the USA” vs. outside of the U.S.
- Global shipping information
- Weather patterns
- Hubs, ports, plants, warehouses, etc.
- Sole source vs. multi source supplies
- Technology redundancy (downtime processes)
- Substitutes & alternatives

**“Resilience in healthcare
isn’t a state of being,
it’s a state of doing.”**

~ Medline

Source: <https://www.medline.com/strategies/supply-chain/people-process-and-tech-key-to-resilience-in-healthcare/>

Source: <https://www.fusionrm.com/wp-content/uploads/2021/03/Operational-Resilience-for-Financial-Services.pdf>

Impacts to Success



- Tariffs
- Strikes
- Natural disasters
- Vendor fragmentation
- Technology disasters
- Fuel availability and cost
- Transportation methods (ships, planes, trains, etc.)
- Components that are manufactured outside of the U.S.
- Rising cost to manufacturers, suppliers and distributors

“...as soon as one set of disruptions eases, other challenges emerge to take their place: threats of railroad strikes, diesel fuel shortages, new COVID outbreaks in China, and other threats to the supply chain.”

~ Health Industry
Distributors Association

Source: https://www.hida.org/distribution/news/healthcare-distribution-supply-chain-magazine/2023/Supply_Chain_A_Look_Ahead

How to Build a Critical Product Interruption Team



Use These Steps to Create a CPI Team



Legend		
Not Started	●	0
Barrier	●	1
In Process	●	2
Complete	●	3

Critical Product Interruption Team			
#	Step	Notes	Status
1	Identify Internal Stakeholders	Draft a list with names and departments they represent	●
2	Identify a Chair, Co Chair and Scribe	Brandi Kaletsch, Rene Waguespack, Shantel Sherman	●
3	Identify all products on existing allocations and respective internal item numbers	March 14th with Fusion Data at Seaway	●
4	Identify products commonly on backorder with respective internal item numbers	March 14th with Fusion Data at Seaway	●
5	Identify subs with internal item numbers	March 14th with Fusion Data at Seaway	●
6	Identify internal system data for the most recent 24 months	March 14th with Fusion Data at Seaway	●
7	Develop/Identify internal departmental ordering data	March 14th with Fusion Data at Seaway	●
8	Develop job aids for running the reports that are decided on	March 14th with Fusion Data at Seaway	●
9	Develop ranking for severity level (based on internal stakeholder feedback)	Create a list of questions for stakeholders to answer.	●
10	Develop template for reporting based on internal data, that has auto update functions	March 14th with Fusion Data at Seaway	●
11	Develop job aid for updating template report	March 14th with Fusion Data at Seaway	●
12	Draft a Policy/Process for Critical Product Interruptions	validated	●
13	Identify meeting structure based on ranking and severity level of interruption	In person vs virtual and standing vs urgent or emergent	●
14	Identify Executive Champions	CNO and CMO	●
15	Identify Program Champion	Supply Chain Director	●
16	Ensure team has adequate representation at Pharmacy meetings - med interruptions could cause supply usage changes	Pharmacy CEP, PNT, Medication Management	●

Source: Memorial Health System Supply Chain. Not for reuse without permission of Memorial Health System.

Situation, Background, Assessment, Response



S	Large volume fluids for continuous bladder irrigation have reached their maximum monthly allotment.
B	2 patients receiving continuous bladder irrigation. Each patient is utilizing 6L per hour (7 th floor and 4 th floor)
A	33 3L normal saline bags available in Central Supply 31 3L sterile water substitution on hand in central supply (item #1659)
R	• Cancel/reschedule procedures which require 3L bags of sodium chloride irrigation solution • Consider decreasing rate/flow used on existing patients

Source: Memorial Health System Supply Chain. Not for reuse without permission of Memorial Health System.



Poll Question #2

Does your organization have a Recall Program with a policy in place?

- A. Yes
- B. No
- C. Unsure

Responding to & Tracking Recalls Helps With Resiliency



HealthTrust Resources Identify Recalls



The screenshot displays the HealthTrust Member Portal's News section. On the left is a dark blue sidebar with navigation links: Overview, CATALOG (Items, Contracts, Cross References), ANALYTICS (Spend Overview, Spend Analysis, Price Benchmarking, Opportunities, Microstrategy MedSurg, Microstrategy Rx), PHARMACY (Rx Information, Rx Catalog), and RESOURCES (News, Member Support, All Resources). The main content area has a blue header with the 'News' title and a search bar. Below this, the 'Articles' section lists three items, each with a red 'Product Recall' icon, a date, a title, a subtitle, and category tags. The first article is from Mar 13 2025 about a Fluorocell™ Reagent recall. The second is from Mar 13 2025 about an ID NOW™ field correction. The third is from Mar 10 2025 about an Allura and Azurion Systems medical device correction. To the right of the articles is a 'Filter by Category' section with buttons for various categories, with 'Recalls and Safety Notices' currently selected. A blue book icon is in the bottom right corner of the main area.

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CATALOG

Items

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Cross References

ANALYTICS

Spend Overview

Spend Analysis **NEW**

Price Benchmarking **NEW**

Opportunities

Microstrategy MedSurg

Microstrategy Rx

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Date Range

Articles

Product Recall

Mar 13 2025

Sysmex America Inc - #500308 - Fluorocell™ Reagent - Product Recall

Fluorocell™ Reagent Product Recall

Recall Recalls and Safety Notices

Product Recall

Mar 13 2025

Abbott Rapid Dx North America - #30725 - ID NOW™ - Field Correction

ID NOW™ Field Correction

Field Correction Recalls and Safety Notices

Product Recall

Mar 10 2025

Philips Healthcare - #81970 - Allura and Azurion Systems - Medical Device Correction

Allura and Azurion Systems Medical Device Correction

Medical Device Correction Recalls and Safety Notices

Filter by Category

All Addition Commitment/LOC Contract Awards

Contract Change/Update Contract Extensions

Contract Terminations Discontinuation Education Events

General News Group Buys Item Specific Pharmacy

Price Changes Product Inventory Promotion

Recalls and Safety Notices Supplier Updates

Supply Disruption System Announcements

Source: HealthTrust Member Portal. March 13, 2025. News. <https://members.healthtrustpg.com/news>.

Workbook Approach to Recall Management



Vendor	Internal ID #	Vendor Reference ID#	Notice Date	Date Rec'd	Source	Recall Type	Dept	Recall Identity
HOLLISTER-CARDINAL HEALTH	2025-001	9799/9799Q	12/20/2024	1/6/2025	Letter	URGENT	Respiratory	Hollister - AnchorFast Oral Endotracheal Tube Fastener Defect
MEDLINE	2025-002	R-25-018	2/13/2025	2/13/2025	Email	URGENT	Hosp-Wide	Medline - Proxima surgical drapes packaging sterilization breach
BELMONT	2025-003	903-00006-3	1/2/2025	1/6/2025	Letter	URGENT	Biomed	Belmont - Rapid Infuser - female quick connector leak
MEDLINE-ECONO-SKLAR	2025-004	R-24-271/R055BA50C1	12/12/2024	1/7/2025	Email	URGENT	ER, Endo, Respiratory	Medline - Econo Sterile SKLAR package defect may compromise sterility
INTEGRA	2025-005	R-25-028- IFU/R81ED86C1B	2/10/2025	2/10/2025	Email	URGENT	Biomed	Integra Miltex CryoSolutions - Cartridges defect - valve opens prematurely
INTUITIVE	2025-006	5556046-01/ISIFA2024-10- C	1/16/2025	1/16/2025	Email	URGENT	Surg	Intuitive - da Vinci X and Xi Tenaculum Forceps & Small Graptor Pitch cable failure
GE HEALTHCARE	2025-007	32097-2	1/13/2025	2/10/2025	Letter	Correction	Biomed	GE Healthcare - Safety update - Loose heater door for various Giraffe OmniBed/Carestation devices
MEDTRONIC	2025-008	FA1367_B	11/1/2023	1/31/2025	Letter	Correction	Dr. Dufford	Medtronic - MRI Guidelines for the SynchroMed Infusion System
BD - BARD	2025-009	MM-25-5234/5	1/8/2025	2/10/2025	Letter	Safety Notice	Bio, Phar, Nurs, Anes	BD Pyxis MedStation (CUBIE) - delay in med access or incorrect dispersal.
J&J - MedTech - Ethicon	2025-010	3203_01_01AD_V1.1	12/20/2024	1/6/2025	Email	URGENT	Surg, Endo, ER	J&J-Ethicon - Defective packaging - Open seal on suture packaging
ICU MEDICAL	2025-011	5967_09_01AS_V1.1	1/9/2025	1/20/2025	Letter	URGENT	Nurs, Biomed	ICU Medical - Incorrect CSB battery supply used with Plum Infusion Systems
OLYMPUS	2025-012	20009785-FY25-016	12/18/2024	1/20/2025	Letter	URGENT	Surg, Endo	Olympus - MAJ-891 device risk patient infection due to reprocess procedure
SOLVENTUM	2025-013	Sol-031124	3/11/2024	2/13/2025	Letter	URGENT	Wound Care	Solventum - Prevna Plus 125 units & kits - cease use and quarantine the impacted devices for return
PHILIPS	2025-014	2022-GTS-BST-007	1/13/2025	1/29/2025	Letter	URGENT	Biomed	PHILIPS - Allura/Azurion Systems Risk of Finger Entrapment
PHILIPS	2025-015	2023-IGT-BST-015	1/13/2025	1/29/2025	Letter	URGENT	Biomed	PHILIPS - Risk of patient fall associated with use of mattress
SKY	2025-016	8262_02_04AS_V1.1	1/24/2025	1/31/2025	Letter	URGENT	Phar	Sky - Urgent Voluntary recall due to out-of-spec testing results
MEDLINE	2025-017	R-24-274 / 59224090188	12/20/2025	1/31/2025	Email	Safety Notice	ER, Endo, Respiratory	Medline - Shelf-life memo for Endotracheal Tube product line
MEDTRONIC	2025-018	FA1440	11/1/2024	2/10/2025	Letter	Correction	Cyber/SOC	Medtronic - (4) SW issues SynchroMed A810 Clinician Programmer Application
J&J-MEDTECH-ABIOMED	2025-019	6329_02_01AS_v1.1	1/15/2025	2/10/2025	Letter	Correction	Surg, Endo, CathLab	J&J-MedTech - Abiomed - Impella device series defective guidewire tip (IFU)

Source: Memorial Health System Supply Chain. Not for reuse Memorial without permission of Memorial Health System.

Poll Question #3



Who is responsible for contract management at your organization?

- A. Supply Chain
- B. Clinical Service Line Leaders
- C. Shared between A & B
- D. Unsure

Visibility Into Utilization & Compliance of Contracts With & Without Rebates Helps Resiliency



Contract/Rebate Tracker



Contract Vendor	Contract Type	National Contract	S2 Contract Num	Contract Product	National/Local	S2 Contract End Date	Rebate	Rebate Desc												
Abbott Laboratories	S2		3047	129916	CRM Pacemakers	7/31/2027		11/30/2026	N	None										
			3280	91795	Stents Non Cardia	11/30/2026		7/31/2025	N	None										
			3301	91798	Balloons Peripher	11/30/2026		7/31/2025	N	None										
			116321	129918	ICM Implantable C	7/31/2025		11/30/2026	N	None										
		(blank)		92263	ICD Implantable C	(blank)		5/31/2026	N	None										
				92264	CRT Cardiac Resyn	(blank)		5/31/2026	N	None										
				92265	Leads and access	(blank)		5/31/2026	N	None										
Abbott Labs Abbott Vasc	HPG National		4037	(blank)	Atherectomy	5/31/2025	(blank)		Y	0.09										
Bard Medical	HPG National		615	(blank)	Drain Wound	5/31/2027	(blank)		Y	0.025										
			5288	(blank)	Patient Temp Man	2/28/2026	(blank)		Y	(blank)										
BD Medical	HPG National		1296	(blank)	Securement Devic	8/31/2026	(blank)		Y	0.025										
			66898	(blank)	Syringes Prefilled	3/31/2028	(blank)		Y	0.15										
Biotronik	S2		3048	91733	CRM Pacemakers	7/31/2027		4/30/2026	N	None										
			43809	103102	Balloons Cardiac	7/31/2027		4/30/2026	N	None										
			48197	103100	Stents Drug Eludin	7/31/2027		4/30/2026	N	None										
		(blank)		91734	ICD Implantable C	(blank)		4/30/2026	N	None										
				91737	CRT Cardiac Resyn	(blank)		4/30/2026	N	None										
				91739	Leads and access	(blank)		4/30/2026	N	None										
				103101	Stents Bare Metal	(blank)		4/30/2026	N	None										
Boston Scientific	S2		3038	91783	Stents Drug Eludin	7/31/2027		4/30/2026	Y	Synergy & Synergy XD \$165.00 per each, Synergy XD 48mm \$200.00 each, Megatrac										
			3045	91921	CRM Pacemakers	7/31/2027		4/30/2026	N	None										
			3311	91785	Balloons Cardiac	7/31/2027		4/30/2026	Y	Synergy & Synergy XD \$165.00 per each, Synergy XD 48mm \$200.00 each, Megatrac										
			4053	103547	Intralumen	7/31/2026		4/30/2026	Y	Synergy & Synergy XD \$165.00 per each, Synergy XD 48mm \$200.00 each, Megatrac										
		(blank)		91922	ICD Implantable C	(blank)		4/30/2026	N	None										
				91923	CRT Cardiac Resyn	(blank)		4/30/2026	N	None										
				91924	Leads and access	(blank)		4/30/2026	N	None										
Cardinal Health	HPG National		621	(blank)	Stockings Anti-Em	9/30/2027	(blank)		Y	0.13										
			4684	(blank)	Suction Canisters	5/31/2025	(blank)		Y	0.055										
Edwards Lifesciences LLC	HPG National		4049	(blank)	Manual Embolect	5/31/2025	(blank)		Y	0.05										
Ethicon Endo-Surgery Inc	HPG National		743	(blank)	Endomechanical	5/31/2025	(blank)		Y	0.049										
Ethicon US LLC	HPG National		82	(blank)	Sutures and E-Pac	5/31/2025	(blank)		Y	0.049										
			439	(blank)	Energy Advanced	8/31/2025	(blank)		Y	2% - 4%										
			5206	(blank)	Skin Adhesives To	7/31/2025	(blank)		Y	0.05										

Contract Type

HPG National

S2

Rebate

N

Y

(blank)

Contract Vendor

Abbott Laboratories

Abbott Labs Abbott Vasc

Bard Medical

BD Medical

Biotronik

National Contract

82

148

372

439

557

615

621

743

Contract Product

Electrosurgery Smo...

Endomechanical Pr...

Energy Advanced En...

Gloves Sterile and ...

Grafts Vascular an...

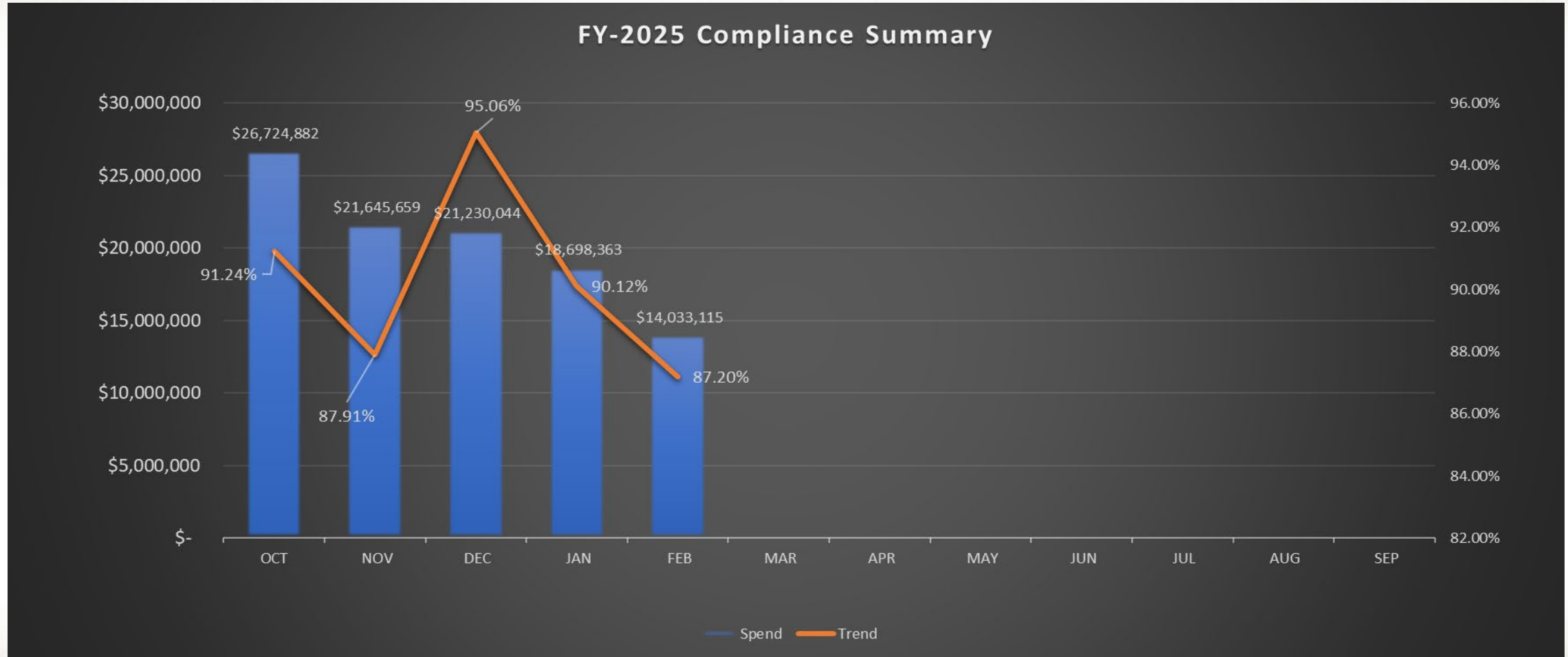
ICD Implantable Ca...

ICM Implantable Ca...

Intralumen

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Compliance Tracker



Source: Memorial Health System Supply Chain. Not for reuse without permission of Memorial Health System.

Standardized Incentive Program



50

\$ 5,146,386.83

#	National Contract #	Supplier	Category	Spend by Contract # 2.1.24-1.31.25
1	5982	CEPHEID	Molecular Testing, Core	\$ 951,868
2	30725	ABBOTT RAPID DX NORTH AMERICA	Molecular Testing, Point of Care	\$ 391,651
3	24201	SMITH&NEPHEW WOUND	Wound Care, Advanced	\$ 366,416
4	77961	AGILITI HEALTH INC	Rental Beds, Surfaces, and Equipment	\$ 355,967
5	48	CARDINAL HEALTH 200 LLC	Electrodes, Cables, and Leads, Cardiac Monitoring	\$ 302,004
6	6027	KAWASUMI LABORATORIES AMERICA	Blood Collection, Needles and Tube Holders	\$ 295,031
7	7287	FISHER&PAYKEL HEALTHCARE INC	Respiratory Heaters and Accessories	\$ 272,348
8	915	BD MEDICAL	Catheters, IV Safety	\$ 258,447
9	1482	ETHICON US LLC	Biosurgical Hemostatic Agents	\$ 228,204
10	847	BD MEDICAL	Blood Collection, Lancets, Blood Collection, Needles and Tube Holders	\$ 216,708
11	102256	BD MEDICAL	Blood Collection, Tubes	\$ 213,737
12	353	BECKMAN COULTER INC	Microbiology Testing Systems, ID/AST	\$ 165,136
13	80	ORTHO CLINICAL DIAGNOSTICS INC	Blood Bank Testing	\$ 138,047
14	500290	BECKMAN COULTER INC	Chemistry & Immunoassay Testing, Lab Automation	\$ 123,495
15	279	BD MEDICAL	Disinfection Scrub Device, PIPs - Catheters Midline and Tip Location Device	\$ 112,425
16	500141	BD DIAGNOSTICS	Microbiology Testing Systems, Blood Culture	\$ 107,897
17	980	BD MEDICAL	CHG Applicators and Swabsticks	\$ 79,626
18	894	MEDLINE INDUSTRIES LP	Wound Care, General	\$ 65,311
19	89956	MEDLINE INDUSTRIES LP	Personal Protective Gowns and Apparel (PPE)	\$ 48,259
20	7078	HILL-ROM CO INC	Bed Stretcher and Liko Lift Repair and Maintenance	\$ 45,307

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Resiliency Requires Financial Stewardship



Supply Stewardship Savings Tracker



\$ 92,689 \$ 7,724 \$ 84,965 \$ -

Savings Type	Current Vendor	Service Line/Area	Spend Category (HPG When Possible)	MHG - Contract Type	HPG Contract	HPG Contract ID	Rebate	Move to Vendor	Spend	Savings	FY Eff. Month	FY-2024 Impact	FY-2025 Impact	FY-2026 Impact
Conversion	Arthrex	Spine and Ortho	Osteobiologics	PPI	Yes	4094	Yes	LifeNet Health	\$ 5,600	\$ 840	11	\$ 70	\$ 770	\$ -
Conversion	Bacterin	Spine and Ortho	Osteobiologics	PPI	Yes	4094	Yes	LifeNet Health	\$ 530	\$ 5	11	\$ 0	\$ 5	\$ -
Conversion	Bioventus	Spine and Ortho	Osteobiologics	PPI	Yes	4094	Yes	LifeNet Health	\$ 184,124	\$ 75,761	11	\$ 6,313	\$ 69,448	\$ -
Conversion	Lifelink Tissue	Spine and Ortho	Osteobiologics	PPI	Yes	4094	Yes	LifeNet Health	\$ 5,457	\$ 1,761	11	\$ 147	\$ 1,614	\$ -
Conversion	Spine Wave	Spine and Ortho	Osteobiologics	PPI	Yes	4094	Yes	LifeNet Health	\$ 331,391	\$ (1,327)	11	\$ (111)	\$ (1,216)	\$ -
Conversion	Stryker	Spine and Ortho	Osteobiologics	PPI	Yes	4094	Yes	LifeNet Health	\$ 5,405	\$ 1,505	11	\$ 125	\$ 1,380	\$ -
Conversion	Vivex	Spine and Ortho	Osteobiologics	PPI	Yes	4094	Yes	LifeNet Health	\$ 92,144	\$ 14,144	11	\$ 1,179	\$ 12,965	\$ -

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References



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<https://www.fusionrm.com/wp-content/uploads/2021/03/Operational-Resilience-for-Financial-Services.pdf>
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- HealthTrust Member Portal. March 13, 2025. News. <https://members.healthtrustpg.com/news>



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Thanks y'all!



- David Mimms dmimms@mhg.com
- Shantel Sherman esherman@mhg.com
- Rene Waguespack rwaguespack@mhg.com
- Stephanie Wright swright@mhg.com