



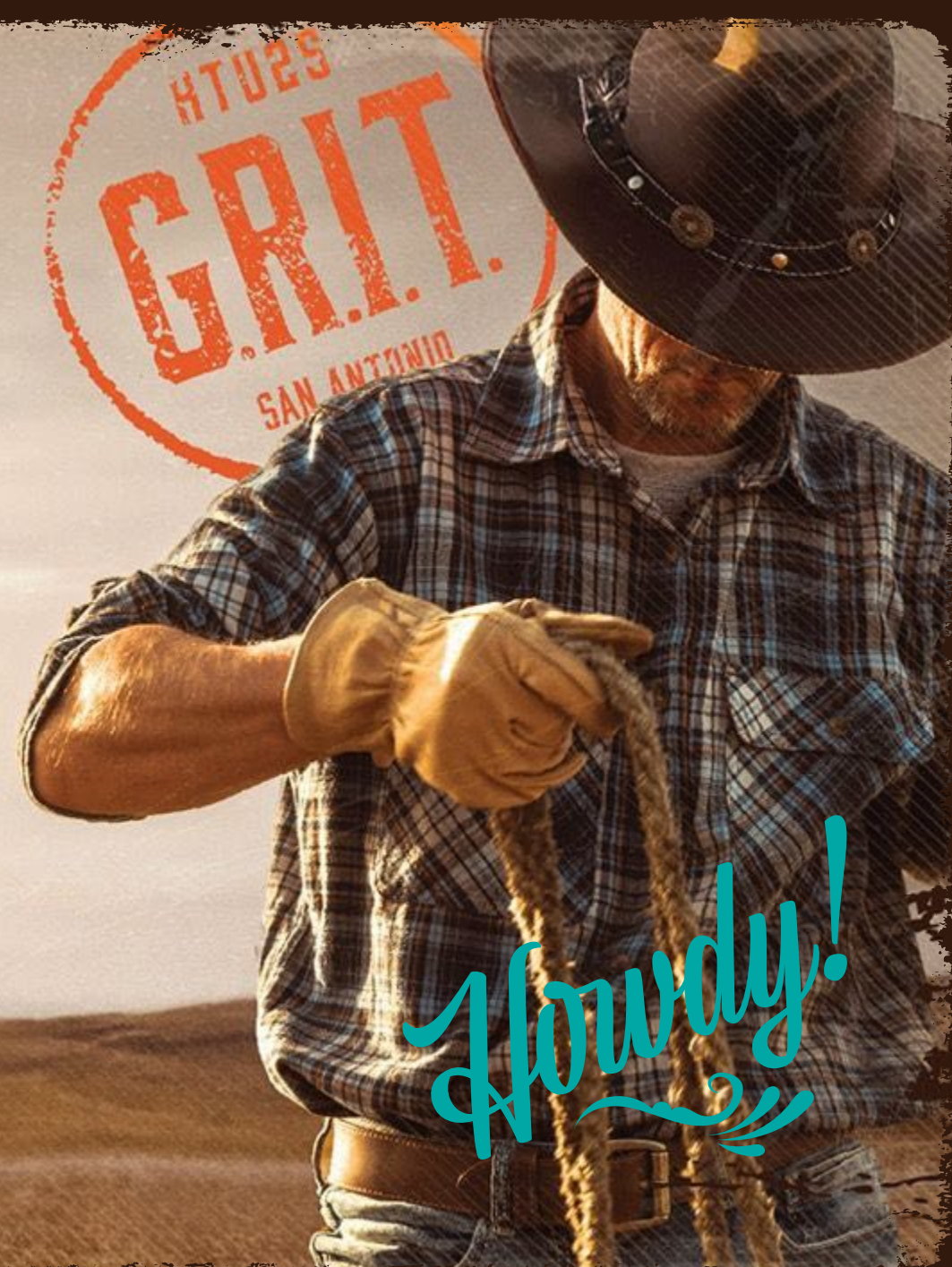
HEALTHTRUST®
UNIVERSITY CONFERENCE

Excel-ling at Value Analysis: Leveraging HealthTrust Data to Perform Financial Supply Chain Analyses

THIS SESSION IS 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:

- Identify key elements for data requirements to inform supply chain formulary and standardization launch packages.
- Recognize the unique roles of suppliers and health systems to evaluate, implement and monitor supply chain standardization activities.
- Recall helpful tools within Excel to leverage formulas and calculations to perform comprehensive financial analyses for supply chain initiatives.



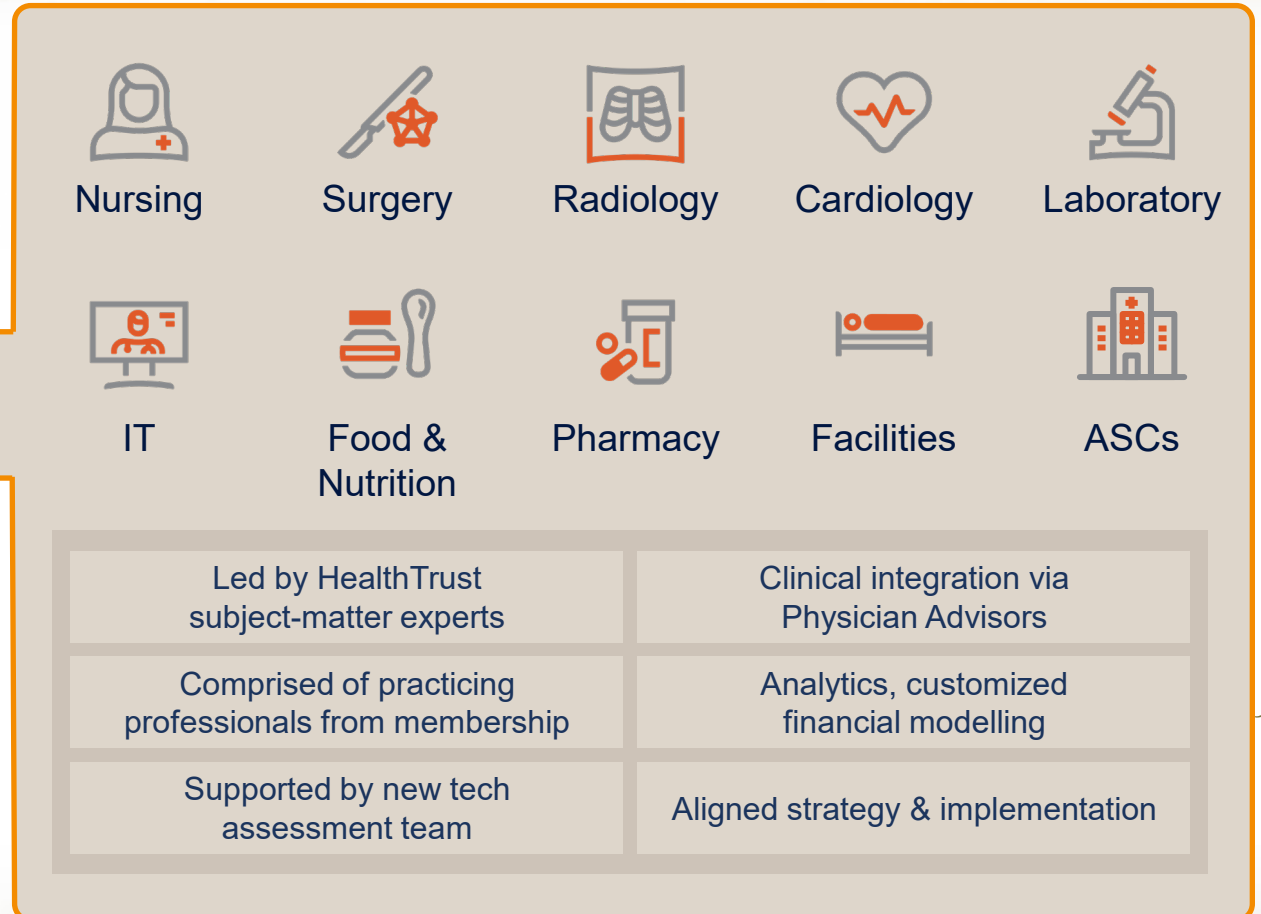
CONTRACT/PRODUCT SELECTION PROCESS



Level-setting Assumptions



HealthTrust Alignment & Decision-making

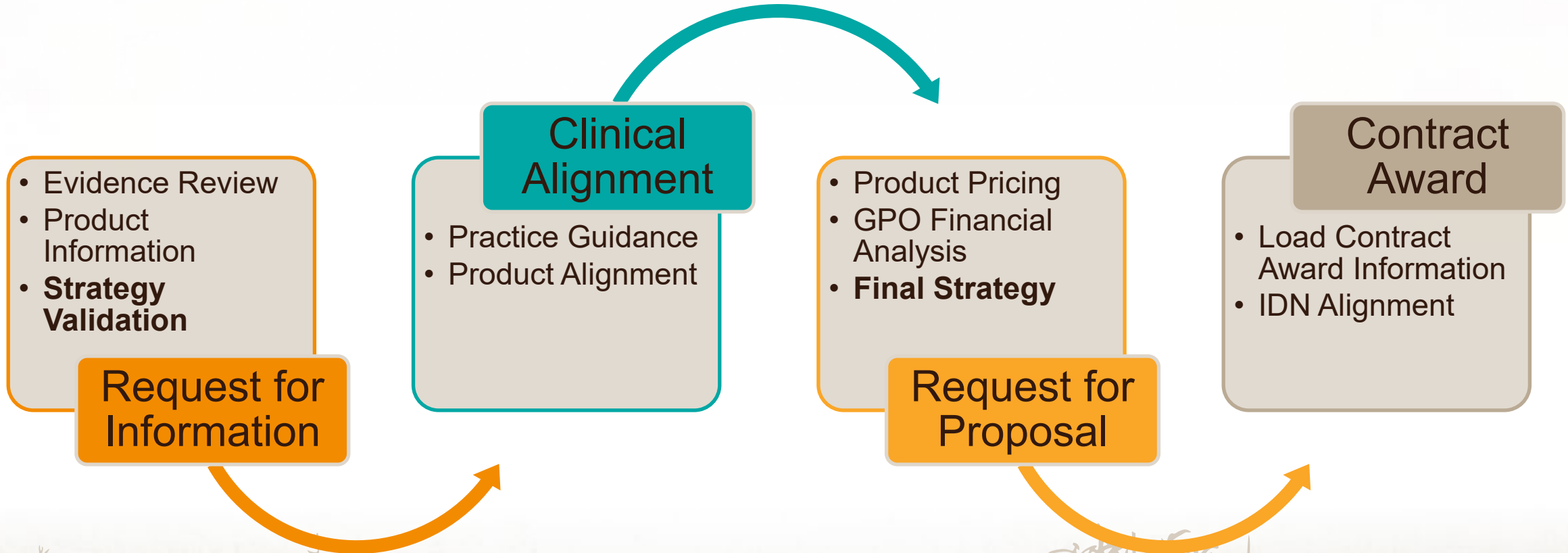


Specialty Committees: Advanced Wound Care, Perinatal, Infection Prevention, Respiratory Therapy, Cardiovascular Surgery

Contracting Process



What is the problem to be solved?



Request for Information



Member Responsibilities

- Provide feedback to HealthTrust Clinical Advisory Boards on suppliers to be included as part of Request for Information
- Ensure product quality concerns are reported to HealthTrust
- Participate in surveys on HealthTrust Huddle & provide feedback to posted questions
- Share feedback with HealthTrust Account Management

Supplier Responsibilities

- Provide pertinent evidence for review
- Provide relevant product information pertinent to performance
- Reusable product cleaning instructions
- Provide up-to-date clinical crosses

Clinical Alignment



Member Responsibilities

- Determine organizational strategy
- Partner with clinical teams to formalize practice guidance
- Align practice guidance with available products to accomplish organizational goals

Supplier Responsibilities

- Provide responses to questions posed by IDN leads

Request for Proposal



Member Responsibilities

- Continue to provide feedback via Account Management, HealthTrust Huddle & Customer Service
 - Feedback used to inform Final Strategy for contracted category

Supplier Responsibilities

- Provide competitive pricing proposal to HealthTrust
- Ensure key elements are listed accurately for contracted products:
 - Clinical Cross References
 - Item Descriptions
 - Units of Measure
 - Pricing
- Consider inclusion of tiers, SIP, rebates, formularies, etc., as contract enhancements

Contract Award & Implementation



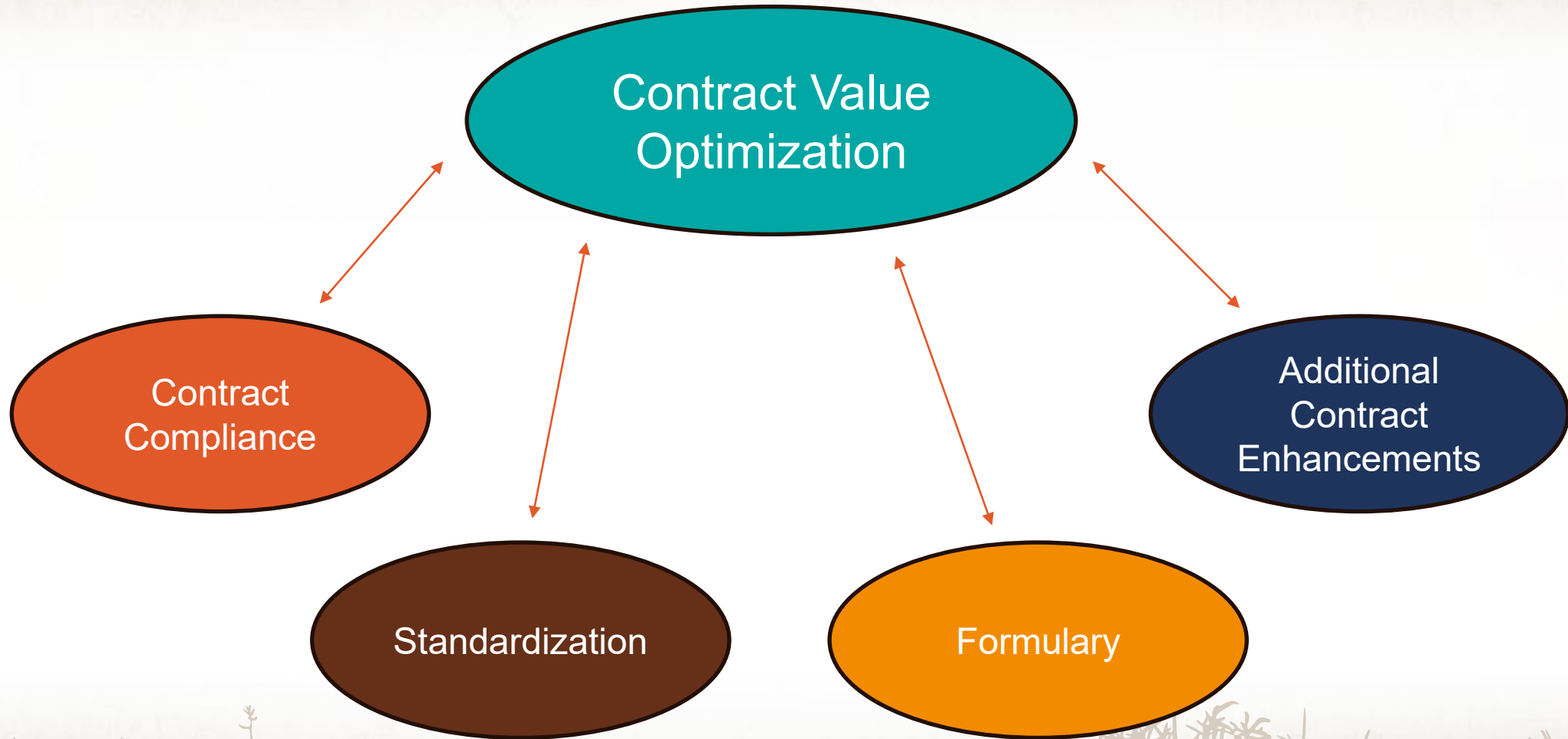
Member Responsibilities

- Perform financial analysis for contracted suppliers based on future contracts
 - Align launch package to support clinical practice
- Select supplier(s) for launch & provide historic product tracings for production planning
- Develop launch package & communicate to all contracted suppliers
- Monitor category compliance

Supplier Responsibilities

- Provide responses to questions posed by IDN leads
- Support IDN-specific launch
 - Review anticipated volumes with production team(s)
 - Conduct routine business reviews
- Provide clinician education materials

Lassoing the Tin



Shootin' Straight or Chasin' Gold?



Contract Compliance

- Added value
- Clinically-vetted products
- Maintain GPO compliance commitment
- Protected by Terms & Conditions
- Ensure product availability & quality

Contract Optimization

- Added value
- Clinically-vetted products
- Maintain GPO compliance commitment
- Protected by Terms & Conditions
- Ensure product availability & quality
- **Leverage contract enhancements – S2, SIP, eLOC and rebates**
- **Allow organization clinical teams to identify best practices**
- **Eliminate variation**
- **More accurately track outcomes**



Assessment Question #1



What benefits can formularies provide to HealthTrust members?

- A. Increase contract compliance
- B. Support practice & process
- C. Optimize tiers, rebates & other contract enhancements
- D. A & B
- E. All of the above



Answer: Assessment Question #1

What benefits can formularies provide to HealthTrust members?

- A. Increase contract compliance
- B. Support practice & process
- C. Optimize tiers, rebates & other contract enhancements
- D. A & B
- E. **All of the above**

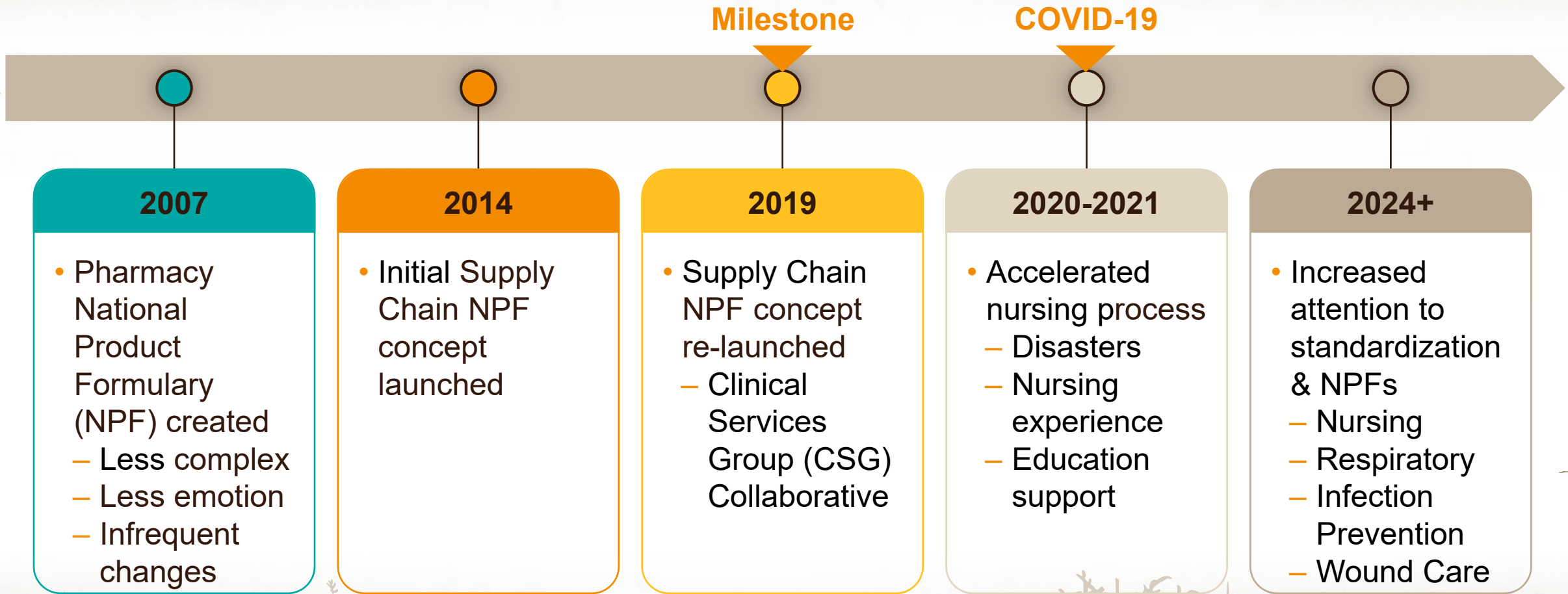
HCA HEALTHCARE PROCESS



Review one IDN's Process to Select
Standard Products for all Clinicians



Lookin' at the Line-Up



Law of the Land

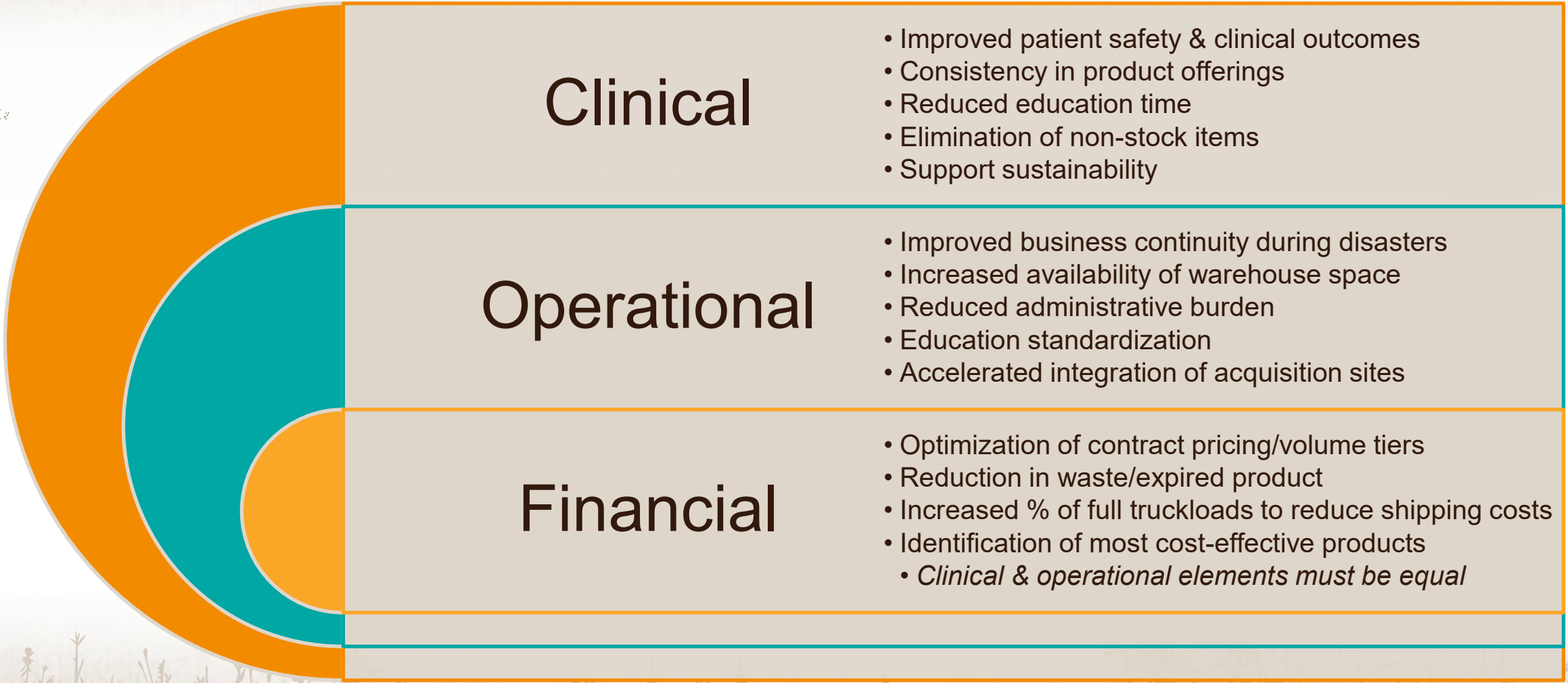


Collaboration Example



Lead	Sr. Director, Clinical Resource Analysis
Standing Monthly Attendees	Supply Chain, Nursing Practice, Infection Prevention, Women's & Children's, Behavioral Health Services, Respiratory Therapy, Performance Improvement
Ad hoc Attendees	Lab Services, Emergency Services, Dialysis & Transplant Services, Trauma Services, Burn Services
Additional Stakeholders	Environmental Services, Capital Equipment Sourcing

Rationale & Benefits of Standardization



Formulary vs. Standardization



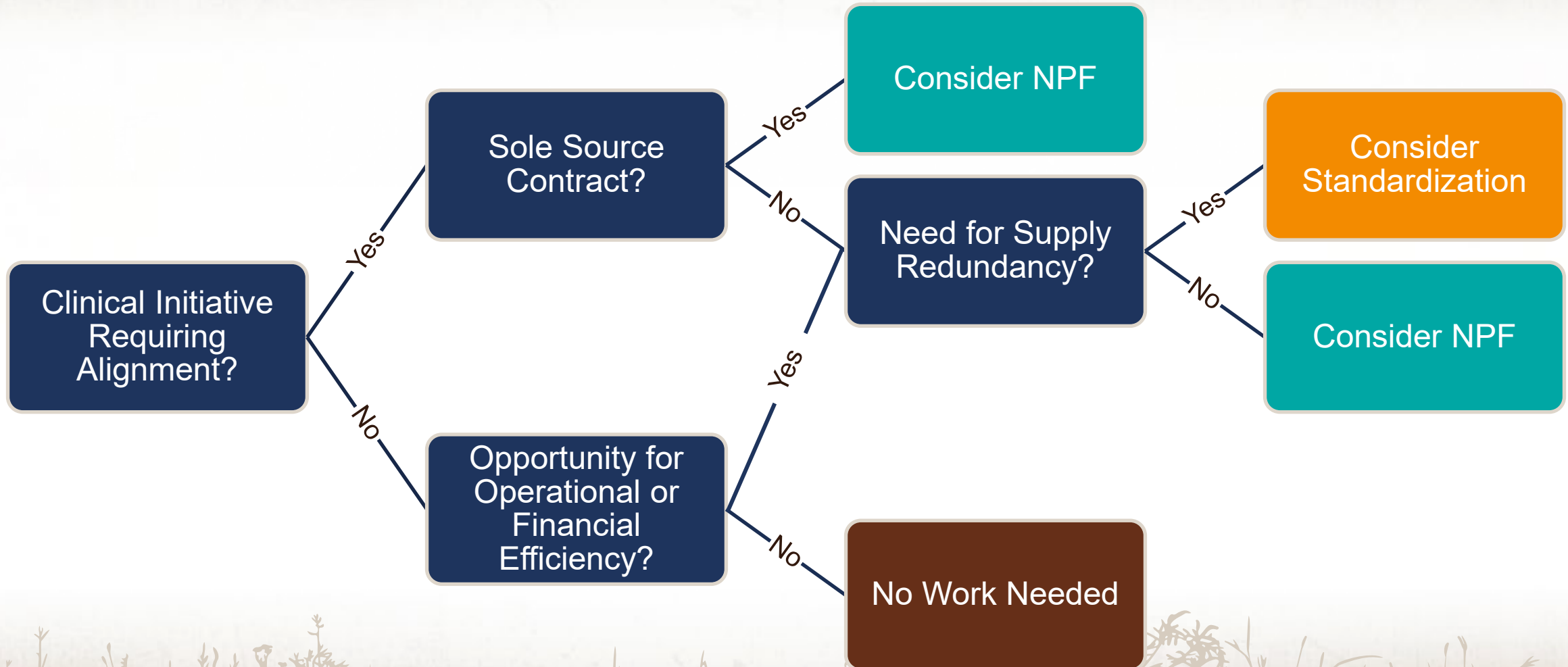
National Product Formulary

- Determination of best value items to:
 - Align to approved practice guidance
 - Normalize products stocked across HCA Healthcare distribution centers
 - Maximize savings opportunities
 - Reduce SKUs
- 95% compliance goal

Category Standardization

- Product initiative designed to:
 - Align to approved practice guidance
 - Allow choice in supplier alignment by Division
 - Allow for clinical variation with differentiated products
 - Reduce SKUs
- 85% compliance goal (or in alignment to defined tiers)

Deciding on Formulary vs. Standardization



Assessment Question #2



Which of the below combinations is best-suited for a National Product Formulary?

- A. Operational opportunity; Need for supply redundancy
- B. Supplier requested opportunity; No clinical alignment
- C. Dual source contract; No need for supply redundancy
- D. Clinical need for alignment; Safety category



Answer: Assessment Question #2

Which of the below combinations is best-suited for a National Product Formulary?

- A. Operational opportunity; Need for supply redundancy
- B. Supplier requested opportunity; No clinical alignment
- C. Dual source contract; No need for supply redundancy
- D. Clinical need for alignment; Safety category



STRUCTURING THE LAUNCH PACKAGE



Merging HealthTrust, IDN & Supplier Data
for an Efficient Review



HealthTrust Cross Reference



All Vendor's Items			Contracted Supplier	
Catalog #	Description	Subcategory	Cross Key	xCatalog #
CUR251390Z	DRESSING PETRO 9X3IN CRD CTTN GZE NADH IMPREGNATE OCL LF	Dressings, Non-Adherent		
CUR251636Z	DRESSING PETRO 36X6IN CRD CTTN GZE NADH IMPREGNATE OCL LF	Dressings, Non-Adherent		
CUR253180Z	DRESSING PETRO 8X1IN CRD XR CTTN GZE NADH IMPREGNATE OCL LF	Dressings, Non-Adherent		
CUR253590Z	DRESSING PETRO 9X5IN CRD XR CTTN GZE NADH IMPREGNATE OCL LF	Dressings, Non-Adherent		
6035-	SPONGE 10.75X9.75IN FLF WVN LNT FREE CAST PD CTTN KRLX DRSG	Gauze, Sterile and Non-Sterile	No Cross	
6035-	SPONGE 10.75X9.75IN FLF WVN LNT FREE CAST PD CTTN KRLX DRSG	Gauze, Sterile and Non-Sterile	No Cross	
AB27	BANDAGE 3X.75IN B-AID RYN POLY ABS FLX STRP ADHES DISP SPNG	Dressings, Non-Adherent	Similar	PRM25500
12388	DRESSING WND 8X3IN TELFA POLY CTTN ABS PD NADH LF STRL	Dressings, Non-Adherent	Direct	NON25720
3967	SPONGE 4X4IN 12 PLY CTTN CRTY DRSG STRL LF DISP	Sponges, Non-Radiopaque	Similar	PRM21426
3968-	SPONGE 4X4IN 16 PLY WVN CTTN CRTY DRSG STRL LF DISP	Sponges, Non-Radiopaque	Similar	NON21425
NON25861	BANDAGE GZE 3.6YDX3.4IN BLK2 CTTN 6 PLY ABS STRCH TIGHT FNSH	Dressings, Non-Adherent		
8194A	PAD ABD 10X8IN CRTY 3 LYR WET PRF BRR LF NS	Dressings, Non-Adherent	Similar	PRM21456
1169	DRESSING WND 6X3IN TELFA POLY CTTN ABS NADH FLM PERFORATE LF	Dressings, Non-Adherent	Similar	NON25720
1272	DRESSING FLF 8.75X7.75IN LG KRLX GZE ABS LNT FREE WVN CRNKL	Sponges, Non-Radiopaque	Similar	NON1167B
1272	DRESSING FLF 8.75X7.75IN LG KRLX GZE ABS LNT FREE WVN CRNKL	Sponges, Non-Radiopaque	Similar	NON1167B
1967-	DRESSING WND 30X10IN CRTY MLTRM NWVN HI ABS SUP PD STRL	Dressings, Non-Adherent	Direct	NON21459
2029	SPONGE GZE 4X3IN CRTY CTTN 12 PLY LF STRL DISP	Sponges, Non-Radiopaque	No Cross	
2245-	BANDAGE GZE 36X2IN CNFRM CTTN POLY 1 PLY ABS STRCH LO LNT LF	Dressings, Non-Adherent	Alternate	NON25492
2252	SPONGE GZE 2X2IN CRTY CTTN 12 PLY MAXIMIZE ABS FLX LF NS	Sponges, Non-Radiopaque	Similar	PRM21212C
2835-	SPONGE GZE 7X4IN CRTY CTTN 12 PLY BULK MAXIMIZE ABS FLX LF	Gauze, Sterile and Non-Sterile	Similar	NON25812
2949	SPONGE SURG ABS RADPQ CTTN KRLX XL RND 1 5/8IN NS LF DISP	Sponges, Radiopaque	No Cross	
2949	SPONGE SURG ABS RADPQ CTTN KRLX XL RND 1 5/8IN NS LF DISP	Sponges, Radiopaque	No Cross	
3279	DRESSING WND 10X8IN TELFA CTTN ABS NADH LF NS DISP	Dressings, Non-Adherent	No Cross	
3324	BANDAGE GZE 4 1/8YDX4.5IN LG KRLX CTTN 6 PLY ABS CRNKL WV	Dressings, Non-Adherent	Direct	PRM25855
4032	SPONGE FLF 4X4IN KRLX GZE 12 PLY CRNKL WV WVN LF NS DISP	Sponges, Non-Radiopaque	Direct	NON1167B
4334	SPONGE SURG 4X3.5IN 32 PLY RADPQ BND VSTC NS LF BLU WHT	Sponges, Radiopaque	Alternate	NON25430

HCA Request for Formulary Cross Reference



Subcategory	Item Description	Manf Cat#	Annualized Purchase Qty.	Cross Key	Manf. Cat#
Drapes and Related Supplies	BALL COTTON STRL LF DISP LG 5/P	DYND73032	23,963	Exact	DYND73032
Dressings, Non-Adherent	BANDAGE 3X.75IN STAT ABS FLX ADHES DISP GLTR STRL LF	AB38	14	Direct	NON256133QS
Dressings, Non-Adherent	BANDAGE B-AID STRP ADHES ASORT CHAR SMPLR	CBS	6,894	Direct	NON256130
Dressings, Non-Adherent	BANDAGE 3X.75IN B-AID ADHES B BNY TAZ STRL LF	AB41	8	Direct	NON256130
Dressings, Non-Adherent	PAD EYE 2 5/8INX1 5/8IN OVL CTTN THK FIL LF STRL	17576	267	Direct	NON21600
Dressings, Non-Adherent	BANDAGE GZE 2IN DUTEX	762205DS	2,983	Direct	PRM254192
Dressings, Non-Adherent	BANDAGE GZE 4MRX4CM MLLAST FNGR TOE CTTN PLAMD VISCOSE ELAS	19 410	300	Direct	PRM254192
Dressings, Non-Adherent	BANDAGE GZE 4MRX2.4IN TRNLST CL PLAMD VISCOSE CLS WV ELAS	90 401	12	Direct	PRM254192
Dressings, Non-Adherent	DRESSING WND 8X4IN TELFA SFT NWVN NADH ILND LF STRL CNTRL	NC95202-3	2,202	Exact	MSC3248
Dressings, Non-Adherent	DRESSING WND 5X4IN TELFA SFT NWVN NADH ILND LF STRL CNTRL	NC95202-2	1,700	Exact	MSC3245
Dressings, Non-Adherent	DRESSING PETRO 8X3IN CRD GZE OIL EMUL KNIT LF STRL WHT	CUR250381Z	3,780	Exact	CUR250381Z
Dressings, Non-Adherent	DRESSING PETRO 8X3IN CRD GZE OIL EMUL KNIT LF STRL WHT	CUR250381	64,554	Exact	CUR250381
Gauze, Sterile and Non-Sterile	PACKING WND 5YDX.5IN CTTN GZE CRD STRP SLVG EDG WVN PLN STRL	NON255125	5,657	Exact	NON255125
Gauze, Sterile and Non-Sterile	PACKING WND 5YDX.25IN CTTN GZE CRD STRP PLN WVN STRL LF DISP	NON255145	7,094	Exact	NON255145
Gauze, Sterile and Non-Sterile	PACKING WND 5YDX.25IN IFRM CTTN GZE CRD STRP SLVG EDG WVN	NON256145	16,479	Exact	NON256145
Gauze, Sterile and Non-Sterile	PACKING WND 5YDX1IN CTTN GZE CRD STRP SLVG EDG WVN PLN STRL	NON255015	2,696	Exact	NON255015
Gauze, Sterile and Non-Sterile	PACKING WND 5YDX1IN IFRM CTTN GZE CRD STRP SLVG EDG WVN STRL	NON256015	4,180	Exact	NON256015
Gauze, Sterile and Non-Sterile	PACKING WND 5YDX.5IN IFRM CTTN GZE CRD STRP SLVG EDG WVN	NON256125	10,353	Exact	NON256125
Gauze, Sterile and Non-Sterile	SPONGE GZE 2X2IN AV GZ RYN POLY 6 PLY HI ABS DRN TUBE LO LNT	NON256001	158,829	Exact	NON256001
Gauze, Sterile and Non-Sterile	SPONGE GZE 2X2IN AV GZ RYN POLY 6 PLY HI ABS DRN TUBE LO LNT	NON256001Z	6,720	Exact	NON256001Z
Sponges, Non-Radiopaque	SPONGE GZE 2X2IN CRTY CTTN 12 PLY MAXIMIZE ABS FLX LF NS	2252	161,796	Direct	NON25212
Sponges, Non-Radiopaque	SPONGE GZE 4X4IN VRSLN CRTY POLY BLND RYN 3 PLY HI ABS NWVN	9134	2,710	Direct	NON25443
Sponges, Non-Radiopaque	SPONGE GZE 6.75X6IN MED KRLX WVN CTTN LNT FREE SUPR ABS LF	7310-	142	Direct	NON25854
Sponges, Non-Radiopaque	SPONGE GZE 6.75X6IN MED DERMACEA HI ABS LF STRL DISP	441201	544	Direct	NON25852
Sponges, Non-Radiopaque	SPONGE GZE 6.75X6IN MED KRLX WVN ABS FLF DRY CRNKL WV PTRN	3085-	1,449	Direct	NON25853
Sponges, Non-Radiopaque	SPONGE GZE 2X2IN KDL CRTY CTTN 8PLY MAX ABS FLX USP TYP 7 LF	2146-	60,545	Direct	NON25208

Overview Tab

- Alignment
 - HealthTrust Advisory Board
 - HCA Clinical Services Group
- Operations
 - Purchasing Channel
 - Appropriate Distributor
- Performance Management
 - Compliance Date
 - Realized Value



HEALTHTRUST
Supply Chain

NATIONAL PRODUCT FORMULARY

Providing Consistency in Practice for HCA

May 15, 2025

Wound Care, General

General Wound Care supplies include: gauze dressings, ABD pads, bandages, packing strips, cotton balls, cotton-tipped applicators, and more. These products are used in the acute care setting to clean, cover, and protect general wounds to promote healing.

A map of the United States filled with various medical and healthcare icons, representing the national product formulary.

NATIONAL PRODUCT FORMULARY

CONTRACT DETAILS

Effective Date:	7/1/2023	SIP or Rebates:	Y
Compliance Date:	7/14/2025	CSA:	700001
Last LAUNCH Revision Date:		ELOC:	N
Contract Status:	Sole	MWBE:	N
HT Contract #:	894	Clinical Services Review:	N
Streetwise ID #:	19570	Clinical Services Documents:	{LINK}
Advisory Board:	NAB	Purchasing Channel	Both
# of Previous to New SKUs:	294 to 92	Appropriate Distributor	Medline
# of Previous to New Vendors:	20 to 1	Data Date Range:	8/2024-1/2025

Comments:
This NPF standardizes HCA Healthcare facilities to the identified SKUs for general wound care products from Medline.

The above information represents information due to Contract Standardization. Complete contract information, including pricing, is available on the HealthTrust Member Portal. All Contract Standardizations are tracked on the Stoplight report. For more information, visit the HealthTrust Supply Chain Product Initiatives page.

Piece of the Pie

- Used to compare current state to defined direction
- Signals amount of effort needed to achieve compliance



Category: Wound Care, General				Date Range: 8/2024-1/2025		Launch Directory			
Marketshare by Unit					Marketshare by Spend				
Normalized Division	Mfg Vendor Name	COID Name	Purchase Qty (eaches)	Marketshare	Normalized Division	Mfg Vendor Name	COID Name	Total Annualized Transaction Amt	Marketshare
CAPITAL DIVISION			20,421,937	99.90%	CAPITAL DIVISION			\$359,348.66	98.29%
			17,476	0.09%				\$3,559.09	0.97%
			996	0.00%				\$1,724.40	0.47%
			817	0.00%				\$612.00	0.17%
			480	0.00%				\$149.76	0.04%
			94	0.00%				\$122.80	0.03%
			44	0.00%				\$92.66	0.03%
CAPITAL DIVISION Total			20,441,845	6.48%	CAPITAL DIVISION Total			\$365,609.37	5.43%
CENTRAL AND WEST TEXAS			18,834,660	99.96%	CENTRAL AND WEST TEXAS			\$334,949.16	96.77%
			3,637	0.02%				\$10,323.96	2.98%
			3,032	0.02%				\$809.80	0.23%
			16	0.00%				\$36.00	0.01%
CENTRAL AND WEST TEXAS Total			18,841,345	5.97%	CENTRAL AND WEST TEXAS Total			\$346,118.92	5.14%
CONTINENTAL DIVISION			9,637,181	99.74%	CONTINENTAL DIVISION			\$302,310.46	93.38%
			11,055	0.11%				\$18,273.79	5.64%
			8,274	0.09%				\$1,871.76	0.58%
			2,981	0.03%				\$641.20	0.20%
			2,770	0.03%				\$380.95	0.12%
			344	0.00%				\$144.96	0.04%
			86	0.00%				\$108.02	0.03%
CONTINENTAL DIVISION Total			9,662,692	3.06%	CONTINENTAL DIVISION Total			\$323,731.14	4.81%
EAST FLORIDA DIVISION			26,837,399	99.46%	EAST FLORIDA DIVISION			\$551,841.89	99.07%
			126,396	0.47%				\$3,225.66	0.58%
			15,812	0.06%				\$1,307.81	0.23%
			3,008	0.01%				\$674.32	0.12%
EAST FLORIDA DIVISION Total			26,982,615	8.55%	EAST FLORIDA DIVISION Total			\$557,049.68	8.28%
FAR WEST DIVISION			21,571,510	99.10%	FAR WEST DIVISION			\$457,739.49	97.94%
			163,541	0.75%				\$8,426.16	1.80%
			27,395	0.13%				\$1,123.20	0.24%
			4,000	0.02%				\$45.52	0.01%
			800	0.00%				\$36.00	0.01%

Lookin' at the Dough



Highlights financial impact by:

- Division
- Warehouse
- Facility (COLD)
- Item

Normalized Division	Warehouse Name	COLD Name	SIN	Mfg Vendor Catalog Num	Long Item Desc	Mfg Vendor Name	Stock Item	VND 1 Cross SIN	VND 1 Cross Mfg Cat #	VND 1 Cross Item Desc	VND 1 Cross Mfg Name	Sum of Est ANNUALIZED Purchase Qty (eaches)	Sum of Est ANNUALIZED Transaction Amt	Sum of FORMULARY Est ANNUALIZED Savings
ASD East														\$5,911.91
ASD West														\$12,576.99
CAPITAL DIVISION	NASHVILLE	TERRE HAUTE REGIONAL HOSPITAL												\$300.47
	AUSTIN SU	ST DAVID'S MEDICAL CENTER												\$0.00
	RICHMOND	RESTON HOSPITAL CENTER												-\$698.32
		LEWISGALE HOSPITAL-MONTGOMERY												\$48.29
		SPOTSYLVANIA REGIONAL MEDICAL CENTER												\$6.78
		STONESPRINGS HOSPITAL CENTER												-\$342.97
		CJW MEDICAL CENTER												\$282.69
		LEWISGALE HOSPITAL-PULASKI												\$374.52
	LEWISGA				GAUZE S		N	421269	NON25224	SPONGE (MEDLINE INI				\$611.78
					DRESSIN		Y	685959	CUR250330	DRESSING MEDLINE INI				\$0.00
					DRESSIN		Y	685963	CUR250383	DRESSING MEDLINE INI				\$283.80
					DRESSIN		Y	685967	CUR251272	DRESSING MEDLINE INI				\$0.00
					DRESSIN		Y	685968	CUR251318	DRESSING MEDLINE INI				\$0.00
					DRESSIN		Y	685970	CUR251390	DRESSING MEDLINE INI				\$0.00
					DRESSIN		Y	686281	CUR253180	DRESSING MEDLINE INI				\$0.00
					DRESSIN		Y	686294	CUR253590	DRESSING MEDLINE INI				\$0.00
					BALL CO		Y	723139	DYND73032	BALL COT MEDLINE INI				\$0.00
					BALL CTI		Y	217411	MDS21461	BALL COT MEDLINE INI				\$0.00
					SPONGE		Y	217466	NON21420	SPONGE (MEDLINE INI				\$0.00
					SPONGE		Y	217467	NON21424	SPONGE (MEDLINE INI				\$0.00
					SPONGE		Y	26968	NON21426	SPONGE (MEDLINE INI				\$0.00
					SPONGE		Y	217486	NON21444	SPONGE (MEDLINE INI				\$344.09
					PAD ABD		Y	47179	NON21453	PAD ABD(MEDLINE INI				\$0.00
					PAD EYE		Y	217593	NON21600	PAD EYE 2 MEDLINE INI				\$0.00
					SPONGE		Y	421269	NON25224	SPONGE (MEDLINE INI				\$0.00
					SPONGE		N	26973	NON25412	SPONGE (MEDLINE INI				\$0.00
					SPONGE		Y	225819	NON25444	SPONGE (MEDLINE INI				\$0.00
					BANDAG		Y	26974	NON25496	BANDAGE MEDLINE INI				\$0.00
					BANDAG		Y	26975	NON25497	BANDAGE MEDLINE INI				\$0.00
					BANDAG		Y	50296	NON25498	BANDAGE MEDLINE INI				\$0.00

Product Review Workbook



- Functionality to account for exact crosses
 - Differentiates HT Contracting Cost impact from HCA Healthcare initiative

Subcategory	Working Mfg Cat #	Long Item Desc	Sum of Sum of Purchase Qty	Contract #	# of WHS	% in WHS	Avg EA Price	FORMULARY			
								CrossKey Status	Cross Cat Num	Cross EA Price	Est Potential Impact
Drapes and Related Supp	DYND73032	BALL COTTON STRL LF DISP LG 5/P	23,963	000894	13	72%		Exact	DYND73032		
Dressings, Non-Adherent	17576	PAD EYE 2 5/8INX1 5/8IN OVL CTTN THK FIL LF STRL	267	Non-Cont	1	6%		Direct	NON21600		
Dressings, Non-Adherent	19 410	BANDAGE GZE 4MRX4CM MLLAST FNGR TOE CTTN PL	300	005620	0	0%		Direct	NON25492		
Dressings, Non-Adherent	762205DS	BANDAGE GZE 2IN DUTEX	2,983	Non-Cont	0	0%		Direct	NON25492		
Dressings, Non-Adherent	90 401	BANDAGE GZE 4MRX2.4IN TRNLST CL PLAMD VISCOS	12	Non-Cont	0	0%		Direct	NON25492		
Dressings, Non-Adherent	AB38	BANDAGE 3X.75IN STAT ABS FLX ADHES DISP GLTR S	14	Non-Cont	0	0%		Direct	NON256131		
Dressings, Non-Adherent	AB41	BANDAGE 3X.75IN B-AID ADHES B BNY TAZ STRL LF	8	Non-Cont	0	0%		Direct	NON256131		
Dressings, Non-Adherent	CBS	BANDAGE B-AID STRP ADHES ASORT CHAR SMPLR	8,390	Non-Cont	0	0%		Direct	NON256131		
Dressings, Non-Adherent	CUR250381	DRESSING PETRO 8X3IN CRD GZE OIL EMUL KNIT LF S	64,554	000894	14	78%		Direct	CUR250383		
Dressings, Non-Adherent	CUR250381Z	DRESSING PETRO 8X3IN CRD GZE OIL EMUL KNIT LF S	3,780	000894	1	6%		Direct	CUR250383		
Gauze, Sterile and Non-S	NON255015	PACKING WND 5YDX1IN CTTN GZE CRD STRP SLVG E	2,696	000894	15	83%		Exact	NON255015		
Gauze, Sterile and Non-S	NON255125	PACKING WND 5YDX.5IN CTTN GZE CRD STRP SLVG E	5,657	000894	16	89%		Exact	NON255125		
Gauze, Sterile and Non-S	NON255145	PACKING WND 5YDX.25IN CTTN GZE CRD STRP PLN V	7,094	000894	16	89%		Exact	NON255145		
Gauze, Sterile and Non-S	NON256001	SPONGE GZE 2X2IN AV GZ RYN POLY 6 PLY HI ABS DR	158,829	000894	6	33%		Exact	NON256001		
Gauze, Sterile and Non-S	NON256001Z	SPONGE GZE 2X2IN AV GZ RYN POLY 6 PLY HI ABS DR	6,720	000894	0	0%		Direct	NON256001		
Gauze, Sterile and Non-S	NON256015	PACKING WND 5YDX1IN IFRM CTTN GZE CRD STRP SL	4,180	000894	16	89%		Exact	NON256015		
Gauze, Sterile and Non-S	NON256125	PACKING WND 5YDX.5IN IFRM CTTN GZE CRD STRP S	10,353	000894	16	89%		Exact	NON256125		
Gauze, Sterile and Non-S	NON256145	PACKING WND 5YDX.25IN IFRM CTTN GZE CRD STRP	16,479	000894	16	89%		Exact	NON256145		
Sponges, Non-Radiopaqu	2252	SPONGE GZE 2X2IN CRTY CTTN 12 PLY MAXIMIZE ABS	161,796	Non-Cont	0	0%		Direct	NON25212		
Sponges, Non-Radiopaqu	9134	SPONGE GZE 4X4IN VRSLN CRTY POLY BLND RYN 3 PL	2,710	Non-Cont	0	0%		Direct	NON25444		
Sponges, Non-Radiopaqu	441201	SPONGE GZE 6.75X6IN MED DERMACEA HI ABS LF ST	544	Non-Cont	1	6%		Direct	NON25852		
Sponges, Non-Radiopaqu	2146-	SPONGE GZE 2X2IN KDL CRTY CTTN 8PLY MAX ABS FL	60,545	Non-Cont	0	0%		Direct	NON25208		
Sponges, Non-Radiopaqu	3085-	SPONGE GZE 6.75X6IN MED KRLX WVN ABS FLF DRY	1,449	Non-Cont	1	6%		Direct	NON25854		
Sponges, Non-Radiopaqu	7310-	SPONGE GZE 6.75X6IN MED KRLX WVN CTTN LNT FR	142	Non-Cont	0	0%		Direct	NON25854		

Assessment Question #3



What is the primary driver for our financial analysis model?

- A. Financial Impact (Savings)
- B. Vendor Cross Reference (Product Availability/Clinical Alignment)
- C. Category Overview (Product Grouping)
- D. Vendor Marketshare (Vendor Diversity)



Answer: Assessment Question #3

What is the primary driver for our financial analysis model?

- A. Financial Impact (Savings)
- B. Vendor Cross Reference (Product Availability/Clinical Alignment)
- C. Category Overview (Product Grouping)
- D. Vendor Marketshare (Vendor Diversity)

Assessment Question #4



When using facility data to analyze opportunities, it is best to use which of the following?

- A. Purchase UOM
- B. Facility UOM
- C. Lowest Issue UOM
- D. None of the above



Answer: Assessment Question #4

When using facility data to analyze opportunities, it is best to use which of the following?

- A. Purchase UOM
- B. Facility UOM
- C. **Lowest Issue UOM**
- D. None of the above

LAUNCH PACKAGE EXAMPLES

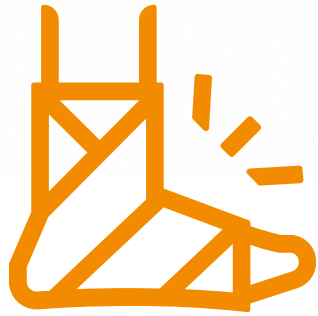


Commodity Item Example

Clinically Differentiated
Product Example



Launch Example – Commodity Items

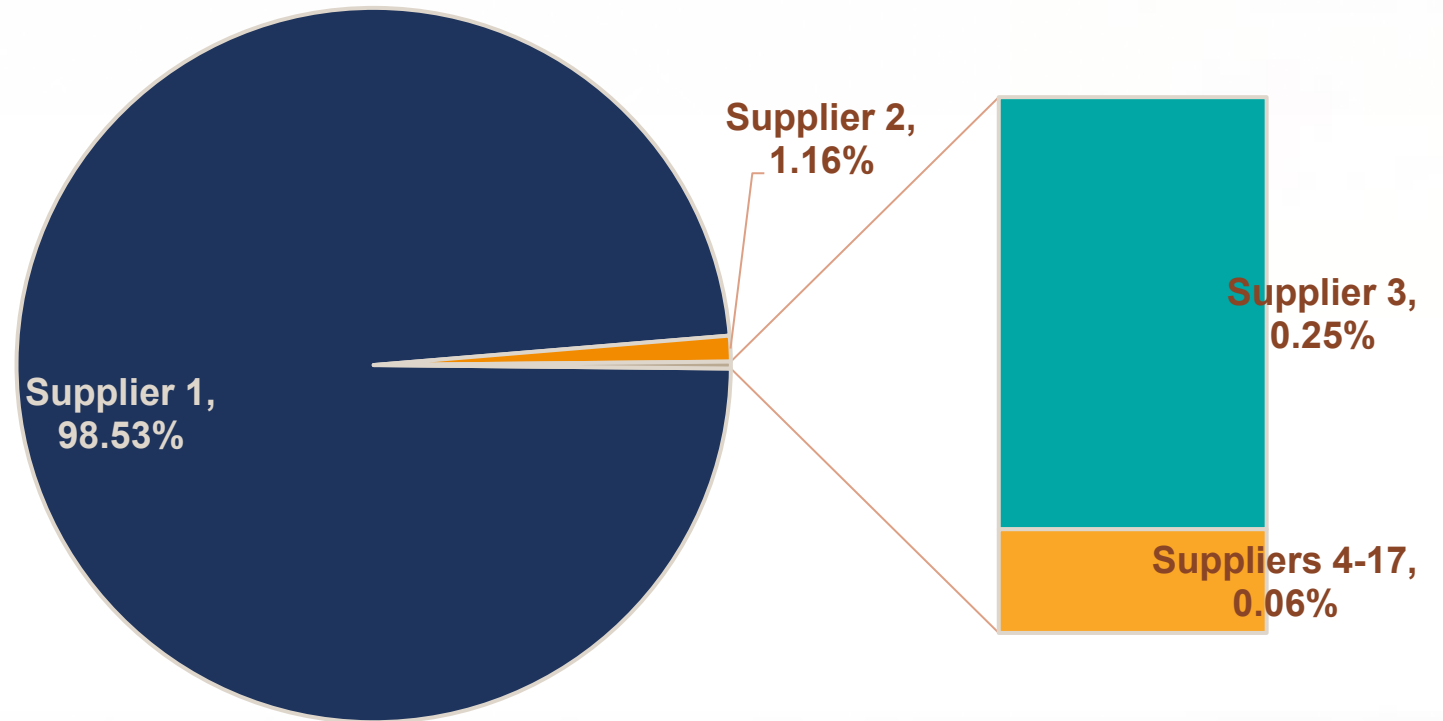


General Wound Care

Sole Source

294 SKUs

Marketshare



Assessment Question #5



What should be the focus of this National Product Formulary?

- A. Eliminate off-contract spend
- B. Decrease suppliers
- C. Decrease SKUs
- D. All of the above



Answer: Assessment Question #5

What should be the focus of this National Product Formulary?

- A. Eliminate off-contract spend
- B. Decrease suppliers
- C. Decrease SKUs
- D. **All of the above**

Assessment Question #6



How can the chosen supplier help to support this initiative?

- A. Increase product offerings
- B. Ensure production is aligned to support product launch
- C. Assist with crosses to appropriate UOM
- D. B & C
- E. A & B



Answer: Assessment Question #6

How can the chosen supplier help to support this initiative?

- A. Increase product offerings
- B. Ensure production is aligned to support product launch
- C. Assist with crosses to appropriate UOM
- D. B & C
- E. A & B

Assessment Question #7



How much of a reduction do you believe was achieved?

- A. 1.0% savings; 36.8% SKU reduction
- B. 1.5% savings; 76.3% SKU reduction
- C. 2.0% savings; 68.4% SKU reduction
- D. 3.0% savings; 54.7% SKU reduction



Answer: Assessment Question #7

How much of a reduction do you believe was achieved?

- A. 1.0% savings; 36.8% SKU reduction
- B. 1.5% savings; 76.3% SKU reduction
- C. 2.0% savings; 68.4% SKU reduction
- D. 3.0% savings; 54.7% SKU reduction

General Wound Care Outcomes



SKU Reduction

201
(68.4%)



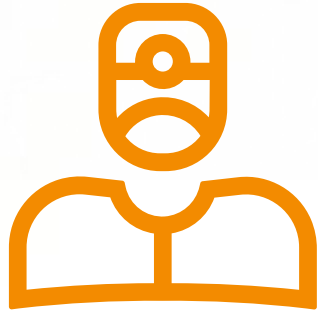
Increased Contract
Compliance



Cost Savings

\$138,877
(2.0%)

Launch Example – Differentiated Products



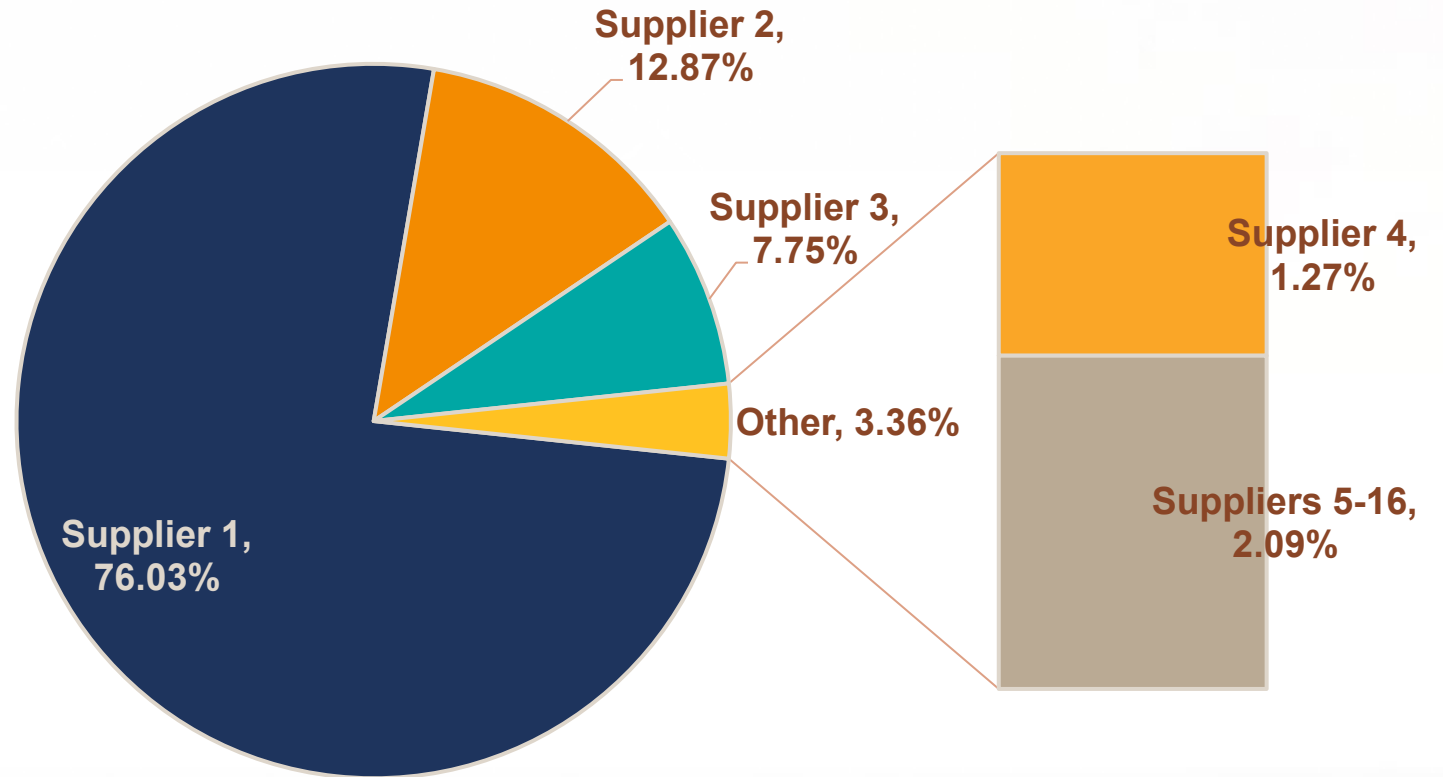
Urology, Interventional

Dual + Diversity

1,065 SKUs

Tiered Contract

Marketshare



Assessment Question #8



Should this launch be a National Product Formulary or Standardization?

- A. National Product Formulary
- B. Standardization



Answer: Assessment Question #8

Should this launch be a National Product Formulary or Standardization?

- A. National Product Formulary
- B. **Standardization**

Assessment Question #9



What should be the focus of this Standardization?

- A. Optimize tiers
- B. Offer MWBE supplier options, where possible
- C. Provide options for all contracted suppliers
- D. All of the above
- E. A & B



Answer: Assessment Question #9

What should be the focus of this Standardization?

- A. Optimize tiers
- B. Offer MWBE supplier options, where possible
- C. Provide options for all contracted suppliers
- D. All of the above
- E. A & B

Assessment Question #10



How much of a reduction do you believe was achieved?

- A. 29.7% savings; 35.7% SKU reduction
- B. 24.6% savings; 49.5% SKU reduction
- C. 16.8% savings; 53.6% SKU reduction
- D. 35.1% savings; 26.4% SKU reduction



Answer: Assessment Question #10

How much of a reduction do you believe was achieved?

- A. 29.7% savings; 35.7% SKU reduction
- B. 24.6% savings; 49.5% SKU reduction
- C. 16.8% savings; 53.6% SKU reduction
- D. 35.1% savings; 26.4% SKU reduction

Interventional Urology Outcomes

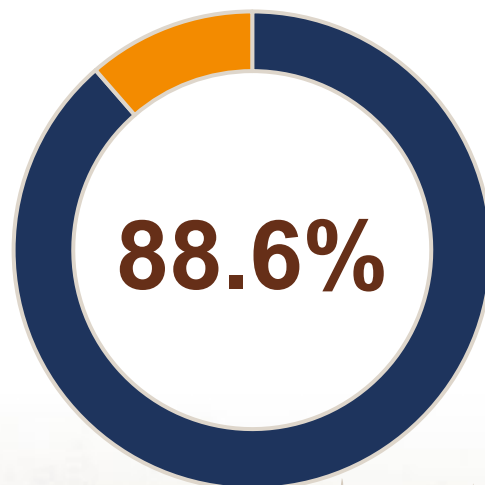


SKU Reduction

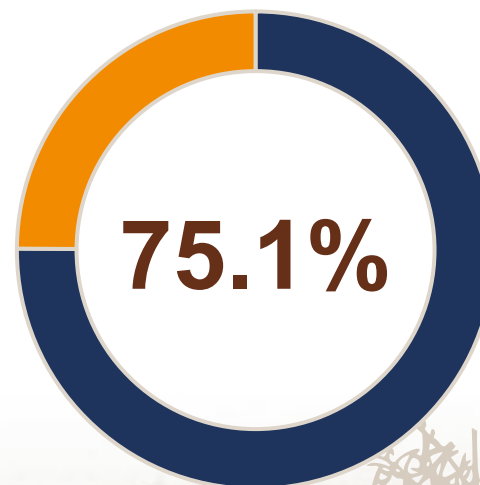
527
(49.5%)



Increased Contract
Compliance



SKUs with MWBE
Supplier Offerings



Cost Savings

\$5,186,509
(24.6%)

The Long & Short of It



Do

- Voice the needs of your organization to HealthTrust during the contracting process
- Ensure HealthTrust is provided with all information to inform members
- Put your best foot forward up front for all HealthTrust members
- Engage in an ongoing partnership
- Respect & support IDN processes

Don't

- Assume that Contract Negotiators, Account Managers, etc., know your needs
- Wait until contract cycles arrive to remove old or add new products
- Finish the contracting cycle, then indicate opportunities for additional savings
- Limit touchpoints to short-term interactions
- Work counter to an IDN's final decision



HEALTHTRUST®
UNIVERSITY CONFERENCE

Thanks y'all!



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