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One Team, One Strategy: Aligning Lab & Supply Chain for Contract & Supply Optimization

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CE Deadline: 08/31/26

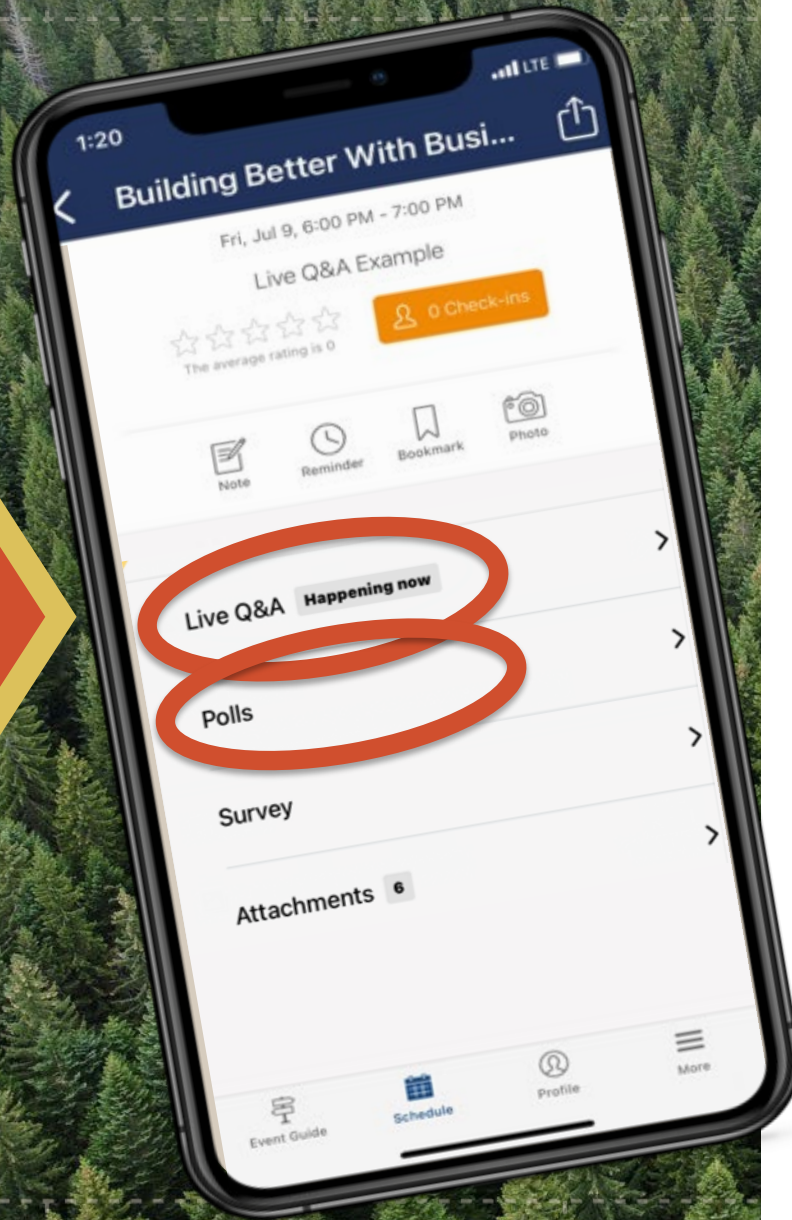


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- Select session name
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- Send in any time; Qs will be held until the session’s Q&A period at the end



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Acronyms

- CAP (College of American Pathologists)
 - CLIA (Clinical Laboratory Improvement Amendments)
 - COVID (Coronavirus disease)
 - FLU (Influenzae)
 - HCG (Human Chorionic Gonadotropin)
 - LIS (Laboratory Information Systems)
 - OR (Operating Room)
 - PROM (Premature Rupture of Membranes)
- QBR (Quarterly Business Review)
 - SKU (Stock Keeping Unit)
 - TCO (Total Cost of Ownership)
 - VAT (Value Analysis Team)
 - VTM (Viral Transport Media)

Learning Objectives



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



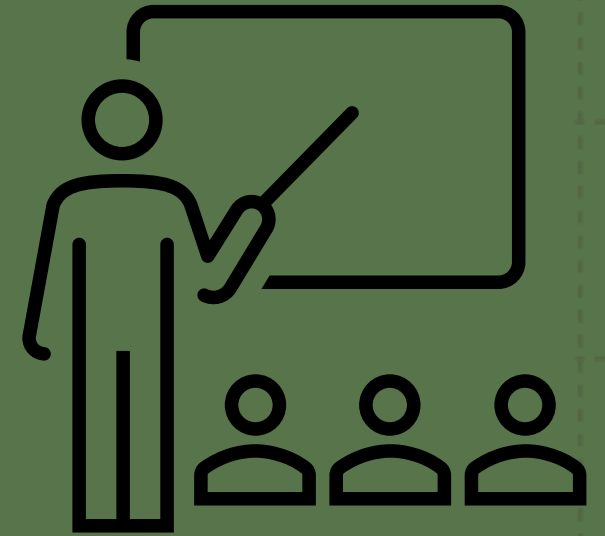
Recognize collaboration models for the Laboratory and Supply Chain to support enhanced contracting and supply standardization.



Identify key placement contract risks and cost drivers, including pricing discrepancies, overcharges and off-contract purchasing.



Recall supply standardization strategies to improve compliance, reduce variation and strengthen purchasing leverage.



• A HOW-TO APPROACH

LAB SUPPLY STANDARDIZATION

There are practical strategies to begin this process & how to utilize resources without sacrificing quality or safety.



What makes lab different?

OR/Nursing

- Use formal value analysis committees
- Standardize gloves, trays, sutures, implants
- Align on enterprise-wide SKUs

Lab

- Department-driven products decisions
- Regulatory requirements
- Vendor-specific supplies tied to equipment
- Variation across ambulatory, inpatient & outpatient sites

Opportunity: Apply the same discipline used in OR & nursing to laboratory consumables

The Obstacles: Why Lab Supplies Often Escape Standardization



Lab Standardization

Often Uncharted Territory for Supply Chain



AI Generated Image

It's Possible to Standardize Lab Supplies

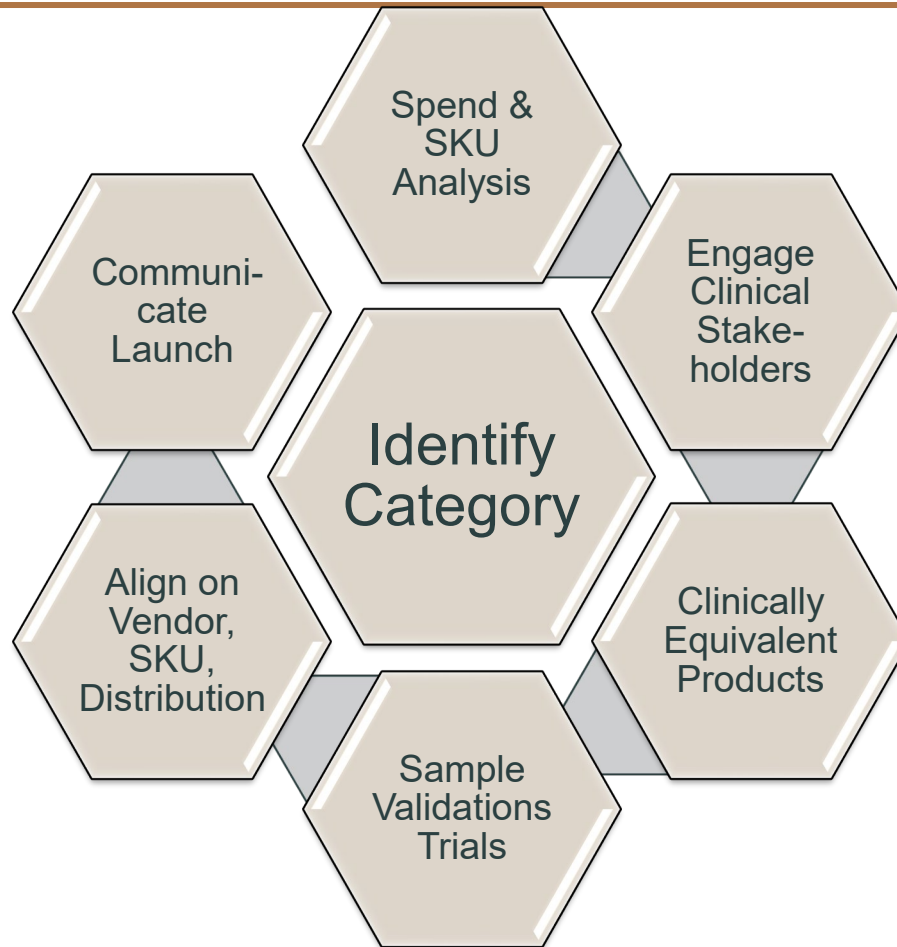
What to look for:

- Too many SKUs for the same function
- Off-contract spend
- Price variation across sites
- Multiple vendors in the same category
- Frequent stockouts or emergency orders
- High levels of waste or expired inventory
- Preference-driven product selection
- Supplies tied to legacy equipment

When every lab uses different supplies... Standardization becomes a big opportunity.



Let's Get Started!



Follow with compliance monitoring & track savings

Review High-impact Categories

- Collection Supplies
- Swabs & VTM
- Blood Tubes
- Urine Collection Supplies
- Test Kits – COVID, FLU, HCG, PROM
- Histology Supplies



How Lab & Supply Chain Should Partner

Lab Responsibilities

- Clinical requirements (test performance & compatibility)
- Regulatory insight (CLIA & CAP compliance)
- Platform-specific requirements
- Workflow impacts
- Best practice
- Infection reduction strategies

Supply Chain Responsibilities

- SKU analytics & utilization data
- Contract strategy & tier leverage
- Inventory optimization
- Reduce waste & expired product
- Vendor consolidation & distribution alignment
- Focused production – For Vendor Partner Visibility

Together: Clinical Integrity + Financial Discipline

Standardization Spotlight – HCA Healthcare

Opportunities can be layered

Urine Collection Supplies

- Collection cups (multiple vendors, duplicate SKUs)
- Kits – With content variation
- Transport tubes
- Preservative vs. non-preservative tubes
- Collection kits by location – Considerations
- Wipe – Use case supports, different category (nursing)

One Opportunity at a Time



Clinical Strategy Driven – Not Always Lowest Cost

2025 Summary – Lab Initiatives Launched

Impact

\$32M Spend

- \$4.1M Savings

1,679 SKUs

- 779 SKUs Reduced

2026

- Grow vendor partnerships; Strategic Service Line engagement – Identify operational inefficiencies.



HCA Healthcare's Initiatives

- Reduced spend, vendors & SKUs
- Improve contract compliance
- Clinical efficiency & education across enterprise
- Improved workflows
- Support for best practices
- End-user confidence – Product in the right place at the right time



Expanded Value Uncovered

- Distribution channel alignment
 - Leverage committed distribution partnerships
- Standardized ordering processes
 - Optimize inventory
 - Warehouse vs Facility
 - Decrease Freight
- Reduce labor costs
 - Re-labeling, re-training, re-validation
 - Time wasted looking for supplies & managing inventory
- Trust & Partnership with Clinical Stakeholders

LAB EQUIPMENT CONTRACTING

Understanding Lab Equipment Placement Contracts

"We provide the analyzer; you commit to the consumables."

- **Reagent Rental Agreement:** Zero upfront capital; costs integrated into test pricing
- **Volume-tied Placements:** Equipment access based on committed consumable throughput
- **Capital with Commitments:** Ownership paired with minimum volume for better pricing
- **Bundled Agreements:** Multiple categories with a single vendor (Chemistry, Hematology, Molecular)

⇒ These contracts are often negotiated in silos – missing leverage

Iceberg of Lab Costs

Equipment Purchase Price

Service Contract (Basic)

Reagent Cost per Kit

Shipping & Handling

"Visible" Costs

Exit & Lifecycle Costs

Validation & Implementation

The "Hidden" TCO

LIS Interface Fees

Consumables "Tail"

Onboard Waste

Utility Infrastructure

The Power of Partnership

Lab Expertise:

- True test volume projections
- Menu growth expectations
- Clinical equivalency assessments
- Automation strategy roadmap

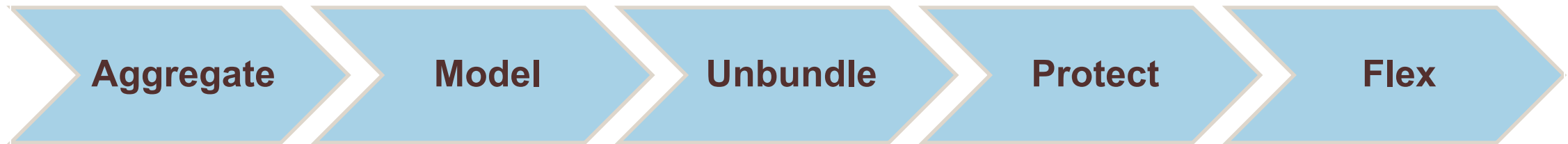
Supply Chain Expertise:

- Market intelligence
- Benchmark pricing
- Total cost modeling
- Multi-site aggregation leverage

When Negotiated Jointly:

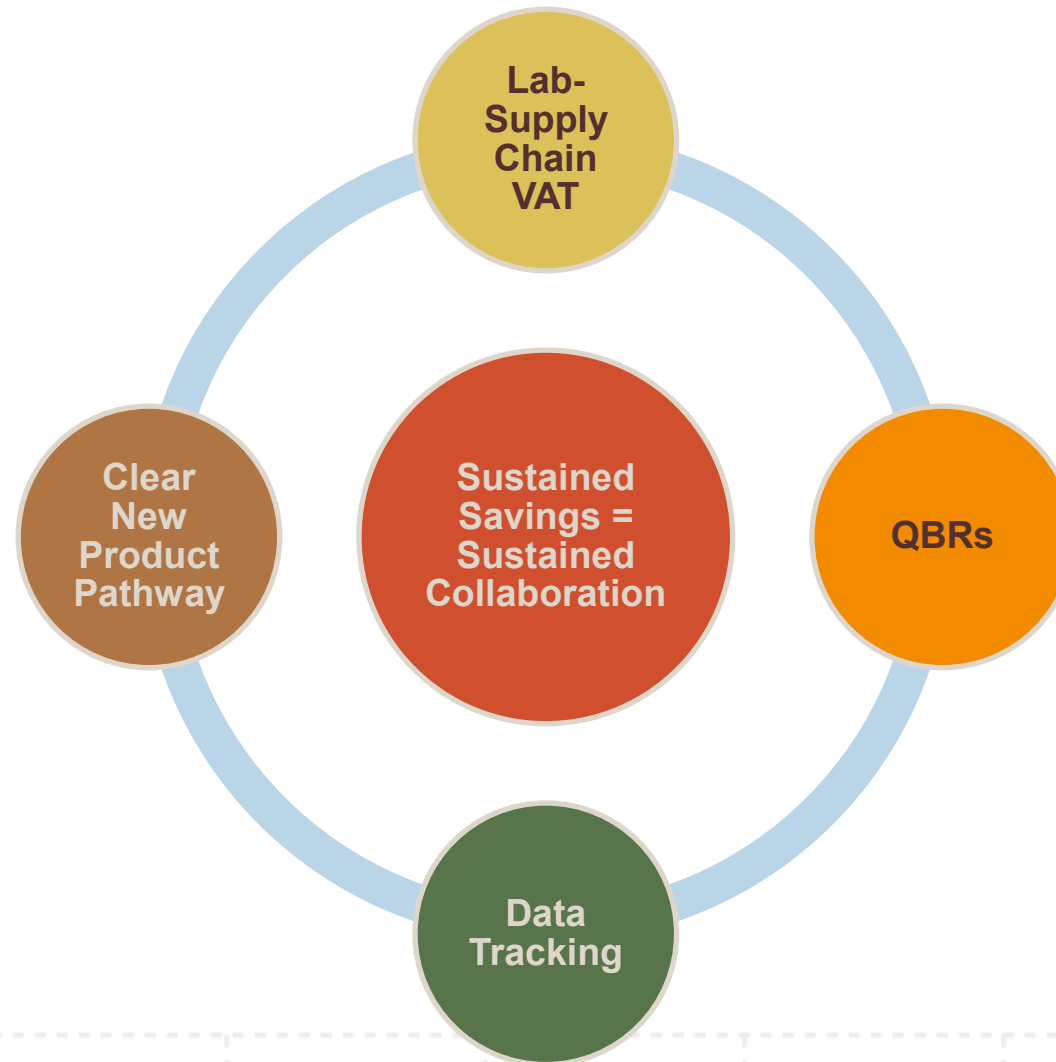
- Improved cost-per-test
- Stronger service-level agreements
- Better reagent pricing tiers
- Avoidance of unnecessary capital commitments

Negotiation Strategy



- Lab understands **utilization**
- Sourcing understands **leverage**
- Both are required to **win**

Governance Structure for Ongoing Success



Scripps Health – Lab Contracting Results

Impact

26

- Reagent rental/placement agreements reviewed

\$2.2M

- Identified opportunity through contract reviews

3-Year Strategy

- Provided recommendations & next steps to achieve current & future savings for each contract



Scripps Health

- Integrated not-for-profit health system, San Diego, CA
- Founded in 1924
- 5 campuses; 4 acute care hospitals
- 1,502 Licensed beds



Opportunities

- Standardization by category
- Calculate the cost of bundled pricing
- Moving local agreements to HealthTrust contracts
- Conversion opportunities for off-contract spend
- Align service-level requirements to tiered service options

Thank You!



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