



MEDICAL DEVICE
SUPPLY CHAIN COUNCIL™

May 2010 Meeting

An Overview of



Shaping the future of the healthcare supply chain.

Thomas Hughes, Executive Director, SMI

Outline

- Strategic Marketplace Initiative (SMI)
 - What is SMI?
- SMI's Tools
- Wrap Up and Questions

What is SMI?



SMI's IDN Members



- Allina Health System
- Ascension Health
- Atlantic Health System
- Baptist Health System
- Beth Israel Deaconess Med. Ctr.
- BJC Health Care
- Carolinas HealthCare System
- Catholic Health East
- Catholic Health Initiatives
- Catholic Healthcare West
- Cleveland Clinic
- Denver Health & Hospital Authority
- Dept. of Defense
- Duke University Health System
- Fletcher Allen Health Care
- Geisinger Health System
- Greenville Hospital System
- Intermountain Health Care
- Iowa Health System
- Johns Hopkins Health System
- Kettering Health Network
- Mayo Clinic
- The Methodist Hospital System
- North Shore Long Island Jewish Health System
- Novant Health
- Ohio State University Medical Ctr.
- Orlando Health
- OSF Healthcare System
- Parkland Health & Hospital System
- Providence Health & Services
- Sentara Healthcare
- Sisters of Mercy ~ ROi
- SUNY Downstate Medical Center
- Sutter Health
- Texas Children's Hospital
- Texas Health Resources
- Universal Health Services
- U. of Kentucky Healthcare
- U. of Southern California
- Vangaurd Health Systems
- WellSpan Health
- Yale New Haven Health System

SMI's Partner Members



- **3M Health Care**
- **Abbott Laboratories**
- **Aesculap**
- **American Contract Systems**
- **Ascent Healthcare Solutions**
- **AtPar Inc.**
- **AVID Medical**
- **Baxter Healthcare Corp.**
- **Becton, Dickinson & Co. (BD)**
- **Bracco Diagnostics, Inc.**
- **BSN Medical**
- **C.R. Bard**
- **Cardinal Health**
- **Care Line, Inc.**
- **Coloplast Corporation**
- **Cook Medical Inc.**
- **Covidien**
- **DeRoyal**
- **Georgia-Pacific Corporation**
- **Global Healthcare Exchange**
- **Hill-Rom Company, Inc.**
- **Johnson & Johnson HCS**
- **Kimberly-Clark Health Care**
- **Lawson Software**
- **McKesson Healthcare Corp.**
- **Medical Action Industries**
- **MediClick Inc.**
- **Medline Industries Inc.**
- **Omnicell**
- **Owens & Minor Inc.**
- **PAR Excellence Systems Inc.**
- **Pfizer**
- **RoundTable Healthcare Partners**
- **Sage Products**
- **SciQuest**
- **Seneca**
- **Smiths Medical**
- **Staples**
- **SterilMed, Inc.**
- **Stryker Corporation**
- **Suture Express**
- **Teleflex Medical**
- **VUEMED**
- **W.L. Gore**

“Works Well With Others”



- AdvaMed
- The Advisory Board Company
- AMR Research
- Association for Healthcare Value Analysis Professionals
- Association of periOperative Registered Nurses (AORN)
- CIHL at the University of Arkansas
- GS1 Healthcare US
- Health Industry Distributors Association (HIDA)
- Healthcare Purchasing News



SMI's Other Industry Efforts

- Founding member of the Healthcare Supply Chain Standards Coalition (HSCSC), HSCSC is now GS1 Healthcare US
- SMI is a GS1 Standards Advocate and serves on the GS1 Healthcare US Leadership Team and multiple GS1 Standards Committees.
- SMI partners with AHRMM, and has participated in their Strategic Planning, Benchmarking, Annual Conferences, and Education planning.
- SMI supports the Bellweather League.
- SMI members and staff present at regional and national meetings, and are published frequently in industry trade journals.



SMI's Tools & Solutions

1. Vendor Access Guidelines

Word[©] document designed to establish a standardized partner access guideline with optional recommendations focused on health and safety of all.

2. Measuring Effective Relationships

Simple software program that offers a flexible approach for two strategic trading partners to define and measure the benefits of their strategic relationship beyond the traditional emphasis on pricing, compliance, and volumes.

3. New Product Introduction Management Tool

Software for the day-to-day management of the pipeline of new product requests, designed by value analysis professionals for value analysis professionals

SMI's Tools & Solutions

4. Perfect Order

A new process improvement and 10-point measurement method for trading partners to improve transactional efficiencies.

5. 810 Transaction Toolkit

Designed to assist both healthcare providers & suppliers to collaboratively analyze and implement the electronic method for invoice processing.

6. Contract Synchronization

Documentation of lessons learned about contracting methods, frequency of data exchange, contract expiration management, quality control of data, and formatting and content management

SMI's Tools & Solutions

7. Vendor Managed Inventory Toolkit

A Microsoft® Access based toolkit takes both trading partners through a four step process to explore whether a VMI program has value. Includes a value estimator and implementation plan.

8. Link Between Supply Chain and Revenue

A narrated educational presentation designed to increase awareness of a provider's supply chain operation's potential impact on revenue.

9. Supply and Labor Cost Calculator

A detailed Microsoft® Excel forecasting tool for providers designed to forecast and then compare future supply costs to future labor costs.

All Tools are on the SMI Web Site

www.smisupplychain.com

[HOME](#)[ABOUT SMI](#)[DATA STANDARDS](#)[MEMBERSHIP](#)[NEWS & INFORMATION](#)[INDUSTRY TOOLS](#)[YOUR SMI \(LOGIN\)](#)

Strategic Marketplace Initiative

Shaping the Future of the Healthcare Supply Chain

The Strategic Marketplace Initiative (SMI) is a consortium of executives representing healthcare providers; medical products, pharmaceuticals and supply chain distribution companies; and service businesses united to reengineer and advance the future of the healthcare supply chain for the purpose of improving the overall healthcare marketplace in the United States. Through SMI, members have discovered an open, non-competitive forum for innovative idea-exchange and the development of collaborative process improvement initiatives.

INDUSTRY TOOLS

[810 Transaction](#)[Contract Synchronization](#)[Link Between Supply Chain and Revenue](#)[Measuring Effective Relationships](#)[New Product Introduction Management](#)[Perfect Order](#)[Supply and Labor Cost Calculator](#)[Vendor Access Guidelines](#)[Vendor Managed Inventory](#)

Initiatives

- > [Value Alignment](#)
- > [Product Recalls](#)
- > [Regional Aggregated Contracting](#)

Quick Links

- > [SMI Overview](#)
- > [FAQ](#)
- > [Contact US](#)

Press Releases

[SMI: a growing membership in spite of the times »](#)

Release Date: July 27, 2009

[SMI to Launch Two New Industry Tools at AHRMM »](#)

Release Date: July 8, 2009

[SMI Provider Members Announce Support For Data Standards Adoption »](#)

Release Date: February 3, 2009

[View all »](#)

SMI in the News

[Forecasting supply cost vs. labor cost »](#)

Jul 2009

[Change the forecast from perfect storm to perfect order »](#)

Jan 2009

SMI's Copyright©

- **Applies to all SMI Tools and Solutions**
- **Compliance is easy**

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Questions