

October 2021

Newsletter



Helping Hospitals Succeed

Contact Us

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Who We Are

Allied Health Solutions Group Purchasing is a group purchasing organization joint venture between WVU Medicine, Washington Health System, and Heritage Valley Health System. Our mission is to provide hospitals in our region with solutions for delivery of high quality, cost-effective care by facilitating partnerships between academic and community hospitals to deliver affordable healthcare technology.

COVID-19 Updates & Special Thanks

As COVID-19 continues to surge in the United States, West Virginia has the second highest rapid rise in new cases, and the lowest percentage of eligible population vaccinated. West Virginia hospitals have seen an increase of over 12,000 active cases between July and September as well as an increase in death rates. As Delta increases hospitalizations, our team at Allied is working tirelessly to ensure that all our hospitals have the necessary equipment to care for these patients. We would like to give special thanks to our Capital team including Robyn Benham, Beth Hillman and Jan Harvey, as well as the CSC Warehouse teams in procuring hard to find life sustaining equipment and facilitating the deployment throughout the system. Our contract administrative team, sourcing team, and buyers have taken on the daunting task of finding alternatives to the multitude of backordered products necessary to care for our patients. Andrea Hart has been instrumental in driving the coordination of the efforts to ensure our care givers do not run out of necessary product. Finally, Joe Mottillo has stepped up with his experience and contacts to assist with critical O2 needs throughout the system. He has worked tirelessly with the facilities departments throughout the system to ensure critical O2 needs are being met. Below is a snapshot of the respiratory equipment that we have procured for system use.

<u>Surge Equipment</u>	<u>Rented</u>	<u>Distributed</u>		<u>Pending</u>
Ventilators	63	49	78%	22
Bipap	41	38	93%	
HFNC	14	11	79%	
Beds	20	20	100%	
Capnography	16	16	100%	
Large Volume Pumps	20	20	100%	
O2 System	1	1	100%	
Pulse Ox	7	7	100%	
Grand Total	182	162	89%	22

Rapid Response Call Center

Allied's Rapid Response call center debuted in August at UHC, St. Joseph's, and CCMC, with Ruby Memorial and Fairmont Regional going live as we speak. The call center will ultimately serve as a single point of communication to identify and quickly resolve situations that interfere with the delivery of supplies. The call center, paired with new Rapid Response Service Ticket Portal, will provide the expert procurement and sourcing team members with better tools to manage and focus on the overall procuring and contracting needs of their customers. At the highest level of leadership, the creation of a Supply Chain Rapid Response Team was a top priority early in the inception of Allied Health Solutions. The goal of the team is to provide superior customer service for supply chain and to serve as the front-line points of contact for problem resolution.

The new Rapid Response infrastructure will give buyers and end users the system tools to replace traditional email and phone communications. These automation and technology platforms will create a more efficient system that better manages how problems get resolved and facilitates growth.

This gives us the ability to streamline, automate, and incorporate data analytics into our customer service initiatives – all geared toward delivering a rapid response and developing process improvement opportunities to better service our purchasing requisitioners throughout WVU Medicine. A special thanks and congratulations go out to Phil Kirkland, Jason Waugaman, and Sarah Kuhn for their efforts in building and implementing the program and the countless other contributions that led to the successful launch of Rapid Response. We look forward to the continued success and evolution of the program.

DME Closet Program

Allied Health Solutions DME has been in a rebuilding phase for the past 8 months. Throughout this period AHS DME has concentrated on improving legacy processes and procedures as well as building the Respiratory referrals and Orthopedic closet space. To date, since December 2020, AHS DME has placed DME supplies in 5 new closets with 15 in the works to go in by Q4 2021. The DME closets are a revenue source not recognized fully prior to 2021 and they complement our current opportunities to touch and improve many patients' lives. DME closets can be seen anywhere from Emergency Departments to Urgent Care clinics and Orthopedic Surgeon offices. As Allied builds these closets within our health system, we are reducing the hospitals' non-reimbursable spend and adding revenue back into the WVUHS network. If you have any comments or opportunities, please feel free to reach out to Allied Health Solutions DME.



DME Closet at Wheeling Hospital



DME Closet at UTC Clinic



DME Closet at UHC

CART: Capital Asset Redeployment Team

The mission of the WVUHS “CART” program (Capital Asset Redeployment Team) is to reduce capital spending through strategic redeployment efforts. Assets such as C-arms, ultrasound units, vital sign monitors, bladder scanners, and furniture are a few examples of the items successfully reallocated amongst WVUHS hospitals and clinics over the past few years resulting in significant cost savings. Our redeployment program has grown quickly and necessitated a more automated process. We are excited to announce the pending launch of a robust intranet site to showcase available equipment, wanted equipment, checkout features, notifications, and more! The site will not only be available to all personnel within WVU Medicine facilities, but also to our Allied member hospitals! The site will launch for WVU Medicine Employees in November and for *AHS Hospital GPO members before the New Year!

*AHS hospital GPO members (non-WVU Medicine employees) with interest in subscribing to the site: please reach out to Stephanie Faulkner and add your name to the list by 10/22/2021.

WVU Medicine employees will have an opportunity to subscribe internally- more to come!

Employee Spotlight

Mary Beth Wise

Mary Beth began her at WVU Medicine in 1984, after graduating from West Virginia University with a degree in Industrial Engineering. As a side note, the divestiture of WVU Hospital from the University System took place in the summer of 1984 and for some further context, Ruby Memorial Hospital opened in 1988. She joined a Procurement Team that consisted of 2 other people at the time and while paper requests were being used for Procuring items. WVU Medicine purchased an ERP System to help automate the Procurement of goods and services and Mary Beth was an integral part of that implementation. Shortly after this implementation, she left to work for the actual ERP Product and traveled throughout North America as a consultant. She re-joined the Procurement Department at WVU Medicine in 1993 and became the main go-to Procurement Employee during the Implementation of Lawson in 1998. She worked as a Supply Chain System Administrator within the Procurement Department configuring the procurement and supply chain functional areas, as well as creating Crystal Reports, configuring jobs and EDI Processes. She had a 2-year stint within WVU Medicine IT, when it was determined to move these roles to IT. She re-joined the Procurement department in 2018 as a Buyer, until settling into her more familiar Procurement Operations Specialists Role. Mary Beth is very knowledgeable of all things Procurement and Supply Chain related and successfully implemented Lawson at all of our hospitals and is currently the Main Lead for the Workday Procurement Implementation. She has trained a number of co-workers and end users; is a Documentation Extraordinaire; has established many relationships within WVU Medicine; and is a stickler for details which has greatly benefited successful implementations and sound business process designs. Mary Beth is also an avid WVU Mountaineer Football and Basketball fan and enjoys attending all home games with her husband Alan.

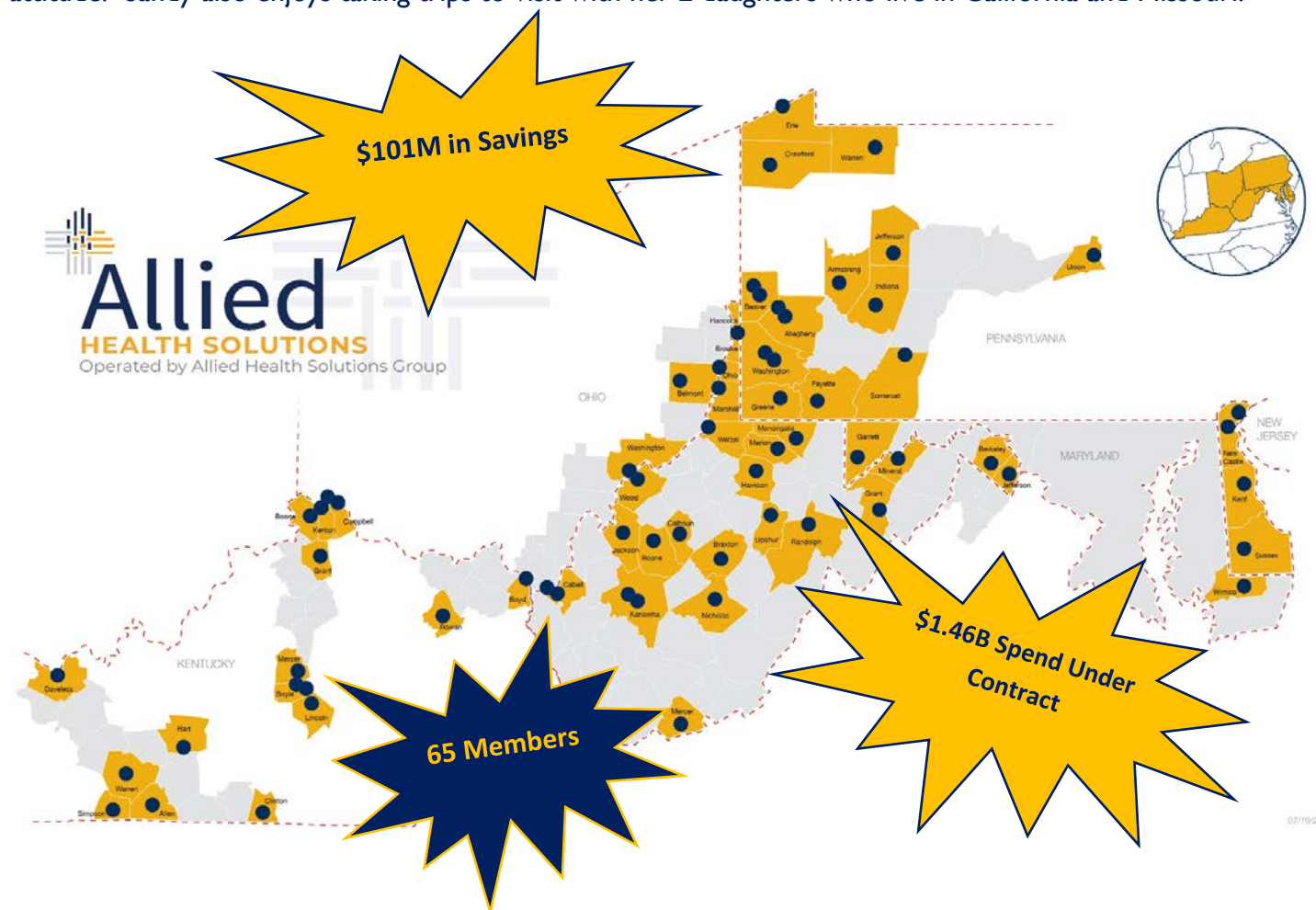


Sandy Nichols



Sandy began her career at WVU Medicine in 1996, and after a brief departure for 13 months has been at WVU Medicine for a total of 24 years and counting. Sandy has been in a few different roles within the Procurement Department as a Materials Management Assistant, a Buyer and this overall experience is very beneficial for her current role as a Data Support Specialist. Sandy currently is one of 5 Data Support Specialists, and her primary duties, among others, include: Adding New Items to the Item Master; updating existing Items; adding existing items to new

Company/Inventory Locations; creating new Purchase From's; adding Contract information; Vendor and Item Inactivation's/Conversion; integrating new Hospital Item Master data; and working with GHX-Nuvia and Symmetric to pull in the proper Descriptions, USNSPC and HCPCS codes for all Items. Sandy has helped train a number of teammates, helps perform the Procurement Monthly Close and is a key Team member as we discuss various ways to improve current processes within Lawson. Sandy is a joyful person who has a great attitude, and many have commented on how patient and helpful she is; and she certainly helps make WVU Medicine a fun place to work with her due to her positive, can-do attitude. Sandy also enjoys taking trips to visit with her 2 daughters who live in California and Missouri.



Allied Health Solutions Group Purchasing Bid Schedule

Category	Target Date	Category	Target Date
AWC - Compression Wraps	5/1/2021	Coronary Athrectomy	10/1/2021
GI	9/1/2021	Beating Heart/CABG	12/31/2021
Vertebral Augmentation	2/1/2022	Ophthalmic Implants	11/30/2021
AWC - Skin Breakdown Prevention	5/1/2021	Vascular Closure - Large Bore	7/1/2021
Safety IV Catheters	5/1/2021	Open Heart Disposables	12/31/2021
AWC - Regenerative Skin Grafting Products	12/1/2021	IUD	12/31/2021
GWC - Transparent Dressings	8/1/2021	Vascular Closure - Small Bore	7/1/2021
Catheter Tube Securement WC	8/1/2021	IVUS Imaging Catheters	8/1/2021
Hematology	9/30/2021	Surgical and Laparoscopic Surgical Instruments	8/1/2021
Coagulation	9/30/2021	Ortho Power Tools	8/1/2021
Blood Gas	9/30/2021	Trash Can Liners	4/1/2022
Lab Distribution	9/30/2021	Paper Towel & Tissue Products	4/1/2022
IHC Specialty Stains	9/30/2021	Elevator Maintenance	7/1/2022
Flu RSV Strip Co-Vid Testing	10/30/2021	Disposable Anesthesia Products	8/1/2021
Molecular Panel Testing	12/31/2021	Endotracheal Tubes	9/1/2021
Urinalysis	9/30/2021	Structural Heart Occluders	7/31/2021
Tape Products WC	11/1/2021	Laryngoscopes	9/1/2021
Bowel Mgmt	12/1/2021	Cardiopulmonary Products	12/31/2021
Enterostomal Therapy	12/1/2021	Non-Invasive Cardiology	2/1/2022
Oral Care	2/1/2022	Breast Implants	8/1/2021
Personal Care Kits	2/1/2022	Peripheral Embolization	7/1/2021
IV Site Mgmt	2/1/2022	Interventional Fluid Management	2/1/2022
Intermediate Level Wipes	2/1/2022	Contrast Media X-Ray	8/18/2021
General Urologicals	3/1/2022	Suction Canisters and Yankauers	9/1/2021
Safety Hypodermic	4/1/2022	Low Temperature Sterilization	9/1/2021
Standard Hypodermic & Flush	4/1/2022	Orthopedic Helmets, Hoods and Togas	9/1/2021
Bedside / Minor Procedure Trays	4/1/2022	Reprocessing	9/1/2021
Perfusion Services	7/1/2021	External Defibrillators	9/1/2021
Neuromodulation - DBS	6/1/2021	Ultrasound	12/1/2021
Vascular Grafts & Stents	8/31/2021	Respiratory DME	8/1/2021
Biologic Heart Valves	10/1/2021	ENT Products - Instruments and Implantables	8/1/2021
Arterial Cannula	12/1/2021	IABP	8/1/2021
Neurointerventional Radiology	8/1/2021	Radiopharmaceuticals	7/1/2021
IV Pumps	6/1/2022	Air Filtration	12/31/2021
Bed Management Program	9/1/2021	Cath Lab Upgrades	3/1/2022