



## GREAT FOR FARMS, NOT GREAT FOR HEALTHCARE

*Independent Delivery Networks (IDNs) were created to save costs and increase efficiency, but not all IDNs are cultivating this opportunity. Many networks today have not consolidated their facilities onto a single platform for materials management. While others, who do use the same MMIS throughout their network, still lack an IDN-wide view. The result: fragmented information, encumbered decision making.*

### ▼ Then and now.

With 20 hospitals, 3,100 beds and 19,000 employees in California, Oregon, Washington and Hawaii, Adventist Health is the epitome of a large, complex IDN and a leader in materials management strategies.

When Adventist decided to implement a truly integrated materials management system, they had a purchasing list of 260,000 unique items among all their facilities. Lowell Church, Corporate Director of Materials Management at Adventist's Roseville, California headquarters describes the challenge: "In the past, all facilities operated independently. They created their own methods of entering items into their master files, making searching difficult since there was no consistency from facility to facility."

Then, in November 2005, Adventist began to convert to ProClick Materials Management as part of an integration plan.

First up, the unmanageable 260,000 items were consolidated to one master file containing 60,000 items. According to Church, ProClick enabled Adventist to standardize descriptions, nomenclature and inventory numbers across facilities. "The consolidation so far — and more is possible — has helped us significantly."

## Knowledge is power.

Operating in silos is not good for healthcare. You have to be able to see your system from all perspectives – individual facilities and the whole network. This access to data provides improved tracking, more effective negotiations and visibility into inventories.

ProClick enables materials and financial strategists to aggregate information across all facilities, view purchasing trends and verify vendor contract compliance.

So what can knowledge really mean to the bottom line? Knowing purchasing volume per vendor across the IDN gave Adventist significant leverage in negotiations. According to Church, “Vendors know we have visibility into pricing, so we’re putting accurate numbers on the table ... we end up with a better deal because we have better info.”

And better inventory management can have a direct effect on patient care.

### *Witness this actual event:*

Walla Walla General Hospital, part of Adventist, faced a potential crisis — no needles.

Their stock anesthesiology needles were recalled and replacements from their distributor were on back order. They were left without a critical product. Walla Walla managers used ProClick to search other facilities’ inventories and instantly located substitute needles at a sister hospital. Within hours, the anesthesiology needles were in hand, the problem was solved and, most importantly, patient care went uninterrupted.

Instead of searching for a needle in a haystack, ProClick provided system-wide visibility into inventories across the IDN and showed availability of supplies in each hospital and department. This let Adventist transfer a key product to where it was most needed.

Grant Geschke, MMIS and Purchasing Manager at Adventist Medical Center, feels that having this kind of information at hand is critical and a great benefit of the ProClick system. “We’re able to view other hospitals and departments, and see what they have right now. We can help each other to ensure that tools reach the end users.”

## Better stewards.

Leveraging data throughout the IDN, Adventist became a unified healthcare team. “At the end of the day, patient care is what matters, and it’s been the biggest benefit of using ProClick. Adventist can now more easily manage the flow of goods through the supply chain to patients effectively, efficiently and accurately, and that’s my satisfaction,” shares Church.

*Adventist is one IDN that is doing what IDNs were meant to do.*

### *Lowell Church*

As Corporate Director of Materials Management for Adventist Health, Lowell scans the landscape and plots the direction for the system’s supply chain. He has over thirty years experience in the healthcare industry.

### *Grant Geschke*

As MMIS and Purchasing Manager at Adventist Medical Center, Grant keeps an eye on the scene and saves the day in the facility’s supply chain. He has over ten years experience in the healthcare industry.



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