



Northwest Supply Chain

LOCATED AT: THUNDER BAY REGIONAL
HEALTH SCIENCE CENTRE,
980 OLIVER ROAD,
THUNDER BAY, ON P7B 6V4
www.tbrhsc.net

MAY 2014

DID YOU KNOW?

- **GHX for the EDI-Data Management system is now live.**
- **Medbuy has set up a discussion board just for NSC members.**
- **Remember to make use of the handbook and templates that were sent out for you to utilize as you require.**

INSIDE THIS ISSUE:

MedBuy - GPO	1
Good News Stories	1
GHX - Data Management Implementation	1
Collaboration	1
Medical Mart Distribution	2
Recent Activities	2
Upcoming Conversions	2
Other initiatives	2
Future Opportunities	2
Contact Information	2

General Manager's Message—Derek Gascoigne

The successes and collaboration amongst NSC members hit a new high of 97.5% commitment on over 40 contracts completed to date. The level of engagement speaks volumes on how the members have engaged and contributed to the accomplishments of the NSC during our relatively short existence. Annualized projected savings of \$2.97 million are identified over the next 12 months, well ahead of original targeted expectations. With several key initiatives ongoing, we are anticipating substantial new savings in the coming months.

Medbuy - GPO—Medical/Surgical/Pharmacy Conversion

- Contract conversions are progressing well, please refer to the spreadsheet for the work in progress on the Microsite. MedBuy's Krista Logan is the pharmacy contact, Krista can be reached at (519) 652-1688 ext 135.
- Medical/Surgical Conversions are continuing and a schedule for contracts expiring is regularly being updated on the [MedBuy website](#). David Gladun - Interim Clinical Contract Specialist is available to discuss conversions and training should you have any questions specific to your schedule.



Good New Stories

- Blunt needles introduced as a simple product conversion opportunity with savings to members of over \$50,000 with a risk reduction element included in this product changeover offering.
- Stericycle biohazard waste contract not only drives pricing reductions but includes an assessment that diverts waste not required to be directed to Biohazardous removal requirements.

GHX - Data Management Implementation

- We have held meetings with Medical Mart on some of the remaining issues with electronic orders such as substitutions overwriting other order lines and trying to find a way to include their manufacturers prefix in the MedBuy contract feeds.
- We have found other vendors that also don't have their manufacturers prefix in MedBuy's contract feed and are including those in our discussions.
- The Buyers continue their good work on correcting the Ormed inventory items where the vendors order acknowledgement has indicated a change to a catalog number or unit of measure.

Collaboration with other Shared Service Organizations

- Bulk Propane – Ministry of Government Shared Services contract
- IT contracts - Vendor of Record with MGS for servers and Microsoft Select
- Telehomecare – Vendor of Record with Ontario Telemedicine Network (OTN)

Medical Mart - Distribution Conversion

In comparing the possible items available for purchase from Medical Mart, we are glad to report that all hospitals are now above 70% and five of those are now complete showing greater than 100%. These are excellent numbers and we would like to thank all members for their help in reaching a target of 100% or greater and to exceeding the original RFP targeted volume. Please continue to consider Medical Mart so to maximize rebate dollars.

To assist where possible, NSC will continue to analyze spend and provide suggestions on products that can be moved over to Medical Mart. If NSC can assist in any way, please contact Phil Thompson 684-6202.

Upcoming Conversions

- MM Musculoskeletal Supports C8323/C8326
- Patient Thermometers and Ancillaries C8333
- MM Welch Allyn Thermometry Ancillary Suppl
- MM Scope Repair Service - Flexible & Rigid Ftc
- OR Clippers Blades And Chargers C8315
- OR Electrosurgical Products C8314
- OR Patient Preps - Scrub Systems C8320
- OR Suction Tubing and Products C8189
- OR Pelvic Support Products C8052
- Tissue Coagulation CW15127

Other Contract Initiatives

Non-GPO Contracting Opportunities:

- Travel Services - Regional teleconference scheduled with NSC Members and World Wide Travel One June 6th. Opportunities exist for Regional members to take advantage of this pricing and service agreement.
- Blunt Fill Needle Initiative - TBRHSC identified \$44,000 in savings by converting to this product which replaces the conventional 18ga x 1.5" needle. NSC members could also benefit with presentation scheduled.

Completing the RFP Process

Validation

- Hernia Repair - contract extended to fall
- Inter Ocular Lens (IOL)/Custom Eye Packs –trial completed
- Specific Urology -validate stage continues for some members

Scoring

- Ortho Joints - Ongoing
- Cardiac Products - Analysis starting in June

Recent Contracts Awarded

- Automated Medication Management Equipment
- Coding and Abstracting Software
- Wireless Devices
- Long distance calling rates
- Consultant Services for Project Management of the Ontario Laboratory Information System (OLIS)

Future Opportunities

- Medical Gas Pipeline Maintenance, evaluating
- Capital Equipment - IV pumps
- Germicidal Products
- Tax audit
- Online MSDS (Material Safety Data Sheets)
- Building and Grounds Security

Contact Information:

Derek Gascoigne	General Manager	(807) 684-6500	gascoigd@tbh.net
Cynthia Gerolomi	Secretary	(807) 684-6500	gerolomc@tbh.net
Vacant	Regional Manager, Strategic Sourcing		
Michael Giardetti	Business Analyst	(807) 684-6968	giardetm@tbh.net
Emil Engler	Transitional Manager	(807) 684-6503	englere@tbh.net
Cindy Langen	Contract Procurement Specialist	(807) 684-6971	langenc@tbh.net
Mary Nucci	Contract Procurement Specialist	(807) 684-6970	nuccim@tbh.net
Phil Thompson	Joint Manager, Materials Distribution	(807) 684-6202	thompsph@tbh.net
Dave Gladun	Clinical Contract Specialist	(807) 684-6969	gladund@tbh.net

Dawn Bouffard, Medbuy Med/Surgical	Coordinator Customer Service, Implementations	(519) 652-1688 ext 103	dbouffard@medbuy.ca
Krista Logan, Medbuy	Pharmacy	(519) 652-1688 ext 135	klogan@medbuy.ca
Jeff Paquette, Medical Mart	Account Manager—Northern Ont.	(800) 837-8958 ext 202	jpaquette@medimart.com

To find the Northwest Supply Chain web page, browse to the TBRHSC web site (www.tbrhsc.net). Select "About TBRHSC" from the top menu bar, then select Northwest Supply Chain from the left hand list. This will open a list of NSC links that you can select from, and as we develop more documents, we will be posting them on the webpage.