



# Northwest Supply Chain

LOCATED AT: THUNDER BAY REGIONAL  
HEALTH SCIENCE CENTRE,  
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www.tbrhsc.net

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## 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.**
- **NSC is always a phone call away to provide BPS advice or to assist with individual hospital requirements.**

## INSIDE THIS ISSUE:

General Manager Message	1
Medbuy Conversions	1
GHX - Data Management Implementation	1
Good News Stories	2
Upcoming Conversions	2
Notable Awards	2
Recent Contract Awards	2
Work in Progress	2
Future Opportunities	2
Contact Information	2

## General Manager's Message—Derek Gascoigne

I am very pleased to announce that the Steering Committee has recognized the value of the Clinical Contract Specialist and the Business Analyst positions and both jobs have been extended until March 31, 2016. This will allow the NSC to provide clinical facilitation and coordination as we continue our conversions and standardization with clinical contracts. Our Business analyst will continue to work on RFP financials, metrics and phase reports as required to fulfill our TPA obligations.

As part of our annual budget approval in February, we will be moving forward with regional trips again this year to update hospitals with their progress and successes. We will also be sharing with Hospital management teams what is new. We will look for feedback on how we have done this past year in regards to supporting you through our wide array of goods and service offerings that we continue to expand into.



## Medbuy - GPO—Medical/Surgical/Pharmacy Conversion

- Medbuy's annual Spring Conference will be held April 28, 29 in Orangeville, Ontario.
- The Microsite continues to be a valuable tool for the members, accessible on Medbuy website for our Members only.
- On March 15th seven(7) opportunity agreements came available. The next significant round of conversions may occur later in the Spring unless an extension to existing contracts is negotiated and agreed to by the Pharmacy working group to better align with Medbuy new contract awards.

## GHX - Data Management Implementation

The 2014 fourth quarter GHX scorecard is out and we have increased through put beyond \$28 million of orders in GHX. The NSC annualized savings forecast has grown above \$4 million. The GHX exception rates continue to improve and we are seeing Vendors using more of the functionality of GHX to provide advanced ship notification and order acknowledgements. This is a significant value added feature that not only helps the Vendors, but makes our order fulfillment process smoother and results in less emergency tracking of orders for our NSC members !

We have in parallel, commenced expansion of data management to get more detail from Medbuy (our primary GPO). We will be extracting the contract purchases of Medbuy from the hospitals with the most volume and having them analyze the data. We are currently doing this for TBRHSC, and have just added SJCG and Nipigon. From this analysis, we will be able to highlight items that we may have over paid on.

Over the next few months we will be extending this analysis to the pharmacy data, starting with TBRHSC site.

## **Good News Stories:**

- The NSC negotiated with TBRHSC to obtain an Alcon Infiniti Phacoemulsification unit at no charge for LWDH. This unit will serve as a backup to the new Alcon Centurion unit.
- The NSC advocated for and facilitated contract re-negotiations between WMGH and Bausch and Lomb leading to immediate participation on the Mohawk IOL contract.
- NSC Contract Specialists have successfully met the required tight deadlines associated with a number of NWA proposals that were received 3rd and 4th quarter funding approval.

## **Upcoming Medbuy Conversions**

- C5757 Dietary Supplies—Unisource April 1/15
- C8320 OR Patient Prep & waterless Brushless 3M March 1/15
- C8584/8547 Dietary & Housekeeping supplies—Staples March 1/15.
- C8314 Smoke Evacuation/Cautery AMT

## **Notable Medbuy contract awards**

- C8387 Advanced Wound—KCI-March 15/15
- C8220 Vascular Consumables—Covidien—March 15/15
- C8303 Implantable Ports and Vascular Access—Bard— March/15
- C8605 Negative Pressure Wound Therapy - remains with Incumbent KCI—April 1/15
- C8266 Blackstone—April 1/15 AGH

## **Future Opportunities**

- Agent of Record-Employee Benefits
- Insurance Services

## **Work In Progress**

- Elevators
- Ortho Joints nearing completion with DRHC finalizing the successful Vendor for Hips.
- Linens are being evaluated
- Intraocular Lens (IOL) conversion to Alcon Centurion equipment at TBRHSC and LWDH complete. B&L has been awarded the Minor Pack contract which begins April 1/15
- MSDS is currently in training and implementation stage
- Employee Benefits: LTD and Life
- Multi-Vendor Service Agreement for DI Equipment
- Flexible Endoscopy—Pentax preparing business case for RHCF

## **Recent Contracts Awarded**

- Virtual Health Care Current State and Roadmap
- IOL lenses and Eye Packs
- Consulting Services Regional Pharmacy Program
- Actuarial Services
- Wireless Surveys
- Long Distance Services
- Taxi Services

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To find the Northwest Supply Chain web page, browse to the TBRHSC web site ([www.tbrhsc.net](http://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.