

Vanderbilt Health Purchasing Collaborative

MONTHLY NEWSLETTER

October 2019

CONTRACT HIGHLIGHT:

VHPC and Reinhart Food Service

I am pleased to announce that VHPC has a new Collaborative agreement with Reinhart Food Service as our first provider of food services. Currently Reinhart services the Midwest, Northeast and Southeast portions of the US. They have provided some aggressive market pricing along with customizable solutions tailored to fit each facility. They have programs to help you manage your overall cost, operations as well as marketing solutions. Their approach is unique as compared to their competitors and we are happy to add them as a viable option for many of you.

For more information regarding this new opportunity, please contact David Bearden.

VHPC ANNUAL STATS

The Vanderbilt Health Purchasing Collaborative is now in 44 states. Thanks to all for your participation and support! Below are VHPC key statistics:



- 54 Hospitals
- 47 Surgery Centers
- 5600+ Clinics
- 37 Retirement Communities
- 13% Average Member Savings
- \$34M+ in Savings

WELCOME NEW MEMBERS

OrthoForum:

Azalea Orthopedics

Campbell Clinic Group

CY-Fair Bone & Joint Clinic dba:

Advanced Orthopaedics & Sports Medicine

Proliance Surgeons

Slocum Orthopedics Clinic

SPECIAL ANNOUNCEMENTS

BACKORDER NOTICE: Stryker has paused production of Sage 2% Chlorhexidine Gluconate (CHG) cloths. This will result in a backorder during Q4 2019. Contact David Bearden for more information.

DISCONTINUATION NOTICE: Allergan has decided to cease production and distribution of CYMETRA Micronized AlloDerm Tissue (SKU 603020) by December 31, 2019. Contact Nathalie Wilson for more information.

Pharmacy News

Bob Sentell would like to establish a small Pharmacy Advisory Committee consisting of 6-8 members representing various classes of trade.

The purpose would be to seek advice from Pharmacy Managers how VHPC could assist the entire membership with information and common action.

Please contact Bob via email at Robert.Y.Sentell@VHPurchasingCollaborative.com if interested.

The group would meet periodically by conference call.

CONTRACT NEWS - FOR MORE INFORMATION, CONTACT YOUR SOURCING OFFICER BELOW

- BD- Conventional Needles and Syringes
 - BD- Prefilled syringes
 - Cardinal Lab Distribution
 - Don Joy Orthopedic DME
 - DeRoyal Orthopedic DME
 - Medline (Multiple standardized categories)
 - Mindray
 - Philips Imaging
 - Reinhart Food Service
 - Medline Lab Distribution
- david.bearden@VHPurchasingCollaborative.com

- New Medline ReNewal → Reprocessing
 - Hernia MESH contracts in progress
 - New Ethicon Energy contract in progress
 - Hernia MESH contracts in progress
 - Olympus → Secondary Energy supplier available
 - New O&M Halyard Sterilization Wraps in progress
 - New BD Instrumentation - V. Mueller in progress
 - New BD – Surgical Clippers in progress
 - New Applied Medical Trocar (secondary vendor)
- nathalie.wilson@VHPurchasingCollaborative.com

FUTURE FY20 VHPC WORKPLAN

- Commodity Standardization
- CRM/Coronary
- Heart Valves
- Peripheral Interventional
- Pharmacy
- Purchased Services
- Lab Portfolio
- Quantum Medical
- Total Joints (Hip/Knee)
- Trauma
- Shoulders
- Bone Cement
- Umano Hospital Beds
- Medical Equipment Rental
- Cranio-Maxillary-Facial
- Neuromodulation/Neuro Coils
- BD- Multiple new Categories

UPCOMING EVENTS

Supply Chain Quarterly Meeting

Fall 2019 Date and Location TBD

Video/Audio Connections Available for Out of Town Members

Pharmacy Quarterly Meeting

Fall 2019 Date and Location TBD

Video/Audio Connections Available for Out of Town Members

MEET THE VHPC TEAM

Greetings from your VHPC team!

Teresa Dail, President

Dena McCormick, Vice President

Tony Gribble, Director

David Bearden, Principle Sourcing Officer

Bob Sentell, Principle Sourcing Officer

Justin Griggs, Senior Clinical Resource Officer

Gary Deasy, Senior Sourcing Officer

Nathalie Wilson, Senior Sourcing Officer

Crystal Prasanphanich, Client Manager

Chris Meador, Senior Business Analyst

Terri Inman-Shaw, Senior Administrative Assistant

Jill Leech, Vizient MBV Client Representative

Contact us at:

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VHPC Philips Group Buy

We currently have our six-month group buy with Philips Healthcare in place. This group buy is inclusive of all imaging modalities to include: MRIs, CT Scanners, X-Ray, Mobile Surgery, Cardiology, IR Systems and Ultrasound units. With this group buy, you will receive the heavily discounted pricing at any time during this six-month period.

For more information, please contact David Bearden regarding this savings opportunity.