



INDUSTRY CHANGES IN RESILIENCY AND YOUR ROLE

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Healthcare Industry Resiliency Collaboration

STANFORD MEDICINE SUPPLY CHAIN



4,300+ Contracts Managed Annually



Multiple ERP's, 23+ 3rd Party Applications, Master Data & Analytics



55 clinics of logistics and distribution management



Over 1.9M Pounds of Mail Handled Annually



40M+ Medical Supply processed Annually



Over 1,900+ physical locations serviced Daily (Par-Locations)



Over \$4.2B+ In Non-Labor Spend



Miles Traveled: 1.3M Miles Internal Courier Miles Annually



1300+ Licensed Beds



106 Operating Rooms



2.5M+ Outpatient Encounters

Healthcare Industry Resiliency Collaboration (HIRC)

**Working together to
resolve resiliency issues
for continuity of patient
care.**

Get Involved



49 Providers, 90 engaged suppliers (21 members), 2 GPOs, 11 Industry Collaborators

AGENDA



What's happening in the industry



What can you do to improve the industry



What are we doing about current shortages



WHAT'S HAPPENING IN THE INDUSTRY

Learnings and Insights From the 2023 Gartner Supply Chain Symposium

According to Gartner,

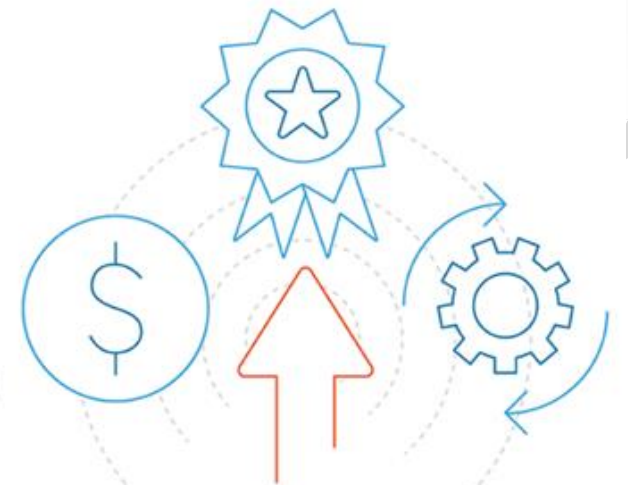
97%



of supply chains have suffered from disruptions in the past two years.

Over

50%



of those disruptions were considered high impact, affecting revenue, reputation, and overall operations.

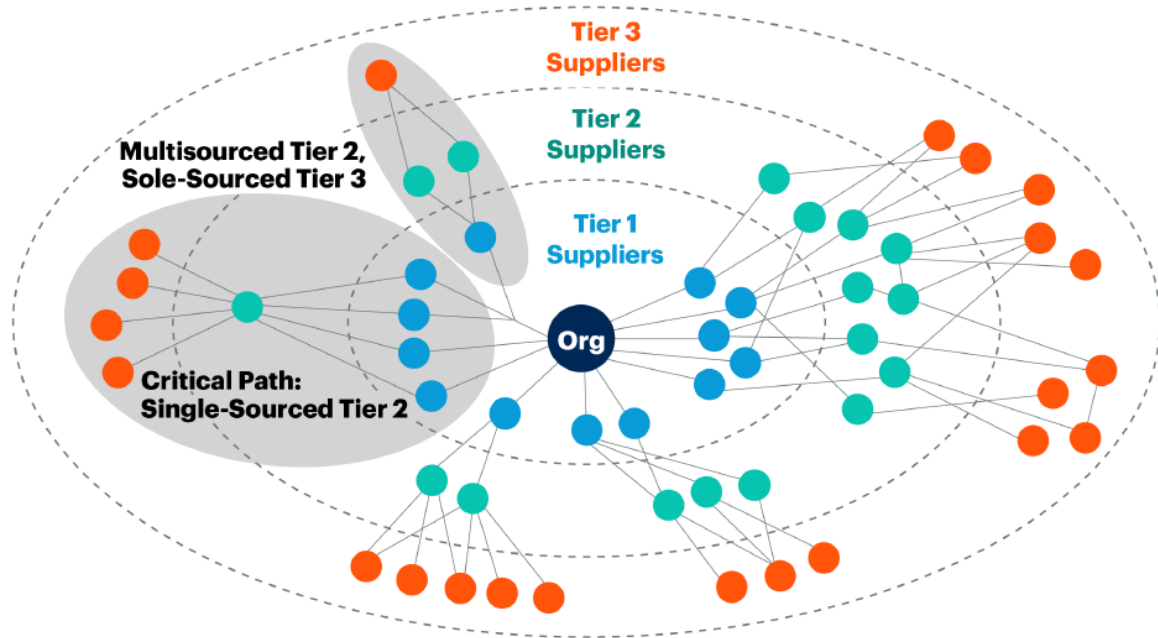


**RISK
MANAGEMENT**



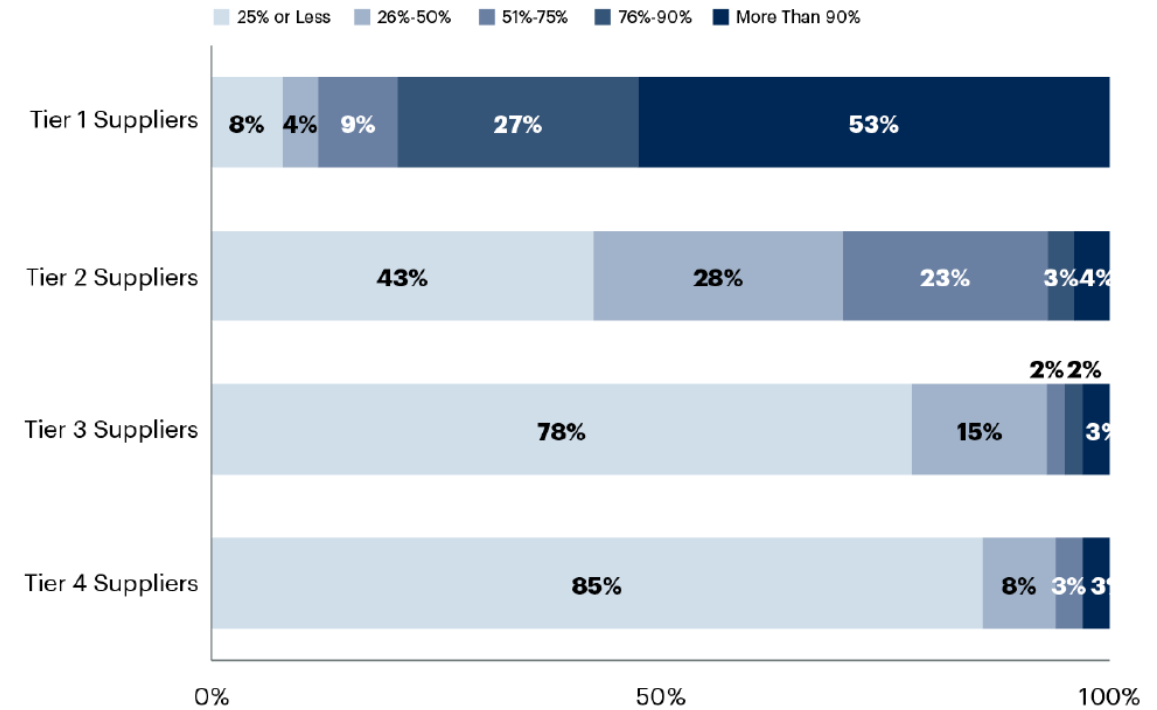
“Supply chain visibility” is defined as having a holistic n-tier understanding of an organization’s supplier ecosystems based on real-time data that includes upstream, downstream, and circular product and services exchanges. It is the foundation for transparency and traceability. (Gartner, Feb ‘23)

Multitier Supply Chain Dependencies



Source: Gartner
784613_C

Level of Visibility at Different Tiers in Supply Base



HIRC Mapping and Monitoring Standard



Business Continuity Plan

Initial

- Approved BCM (Q1)
- Crisis Plan (Q14)
- Recovery Timeframe (Q19)



Initial
Essential risk procedures missing or unknown.

Developing

- Product BCM (Q2)
- Pandemic Plan (Q5)
- BIA (Q9)
- Communications Plan (Q17)
- Recovery Capacity (Q20)
- Organizational Monitoring (Q25)



Developing
Some key crisis & risk procedures defined.

Defined

- BCM Adherence (Q3)
- BCM Improvement Plan (Q6)
- BIA Mitigation (Q11)
- Crisis Testing (Q15)
- Recovery Testing (Q22)



Defined
Crisis & risk mitigation procedures defined.

Tested

- Supplier Monitoring (Q26)
- Supplier BCP Collection (Q28)
- Supplier BCP Feedback (Q29)
- Supplier Contacts (Q30)
- Supplier Impact Survey (Q31)
- Single Source Alternatives (Q32)



Tested
Internal BCP program is active & regularly tested.

Collaborative

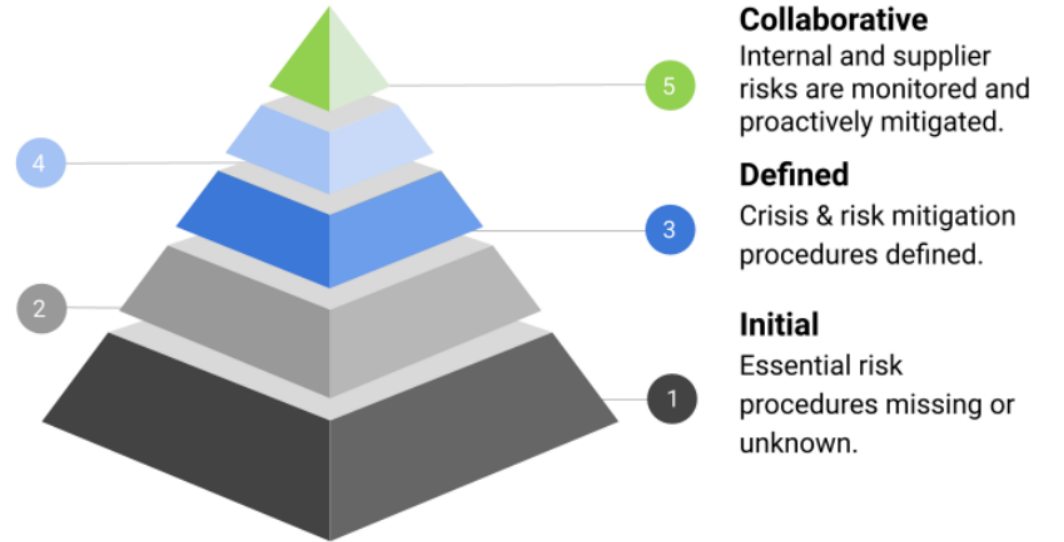
- BCM fundamentals of levels 1-4 met



Collaborative
Internal and supplier risks are monitored and proactively mitigated.

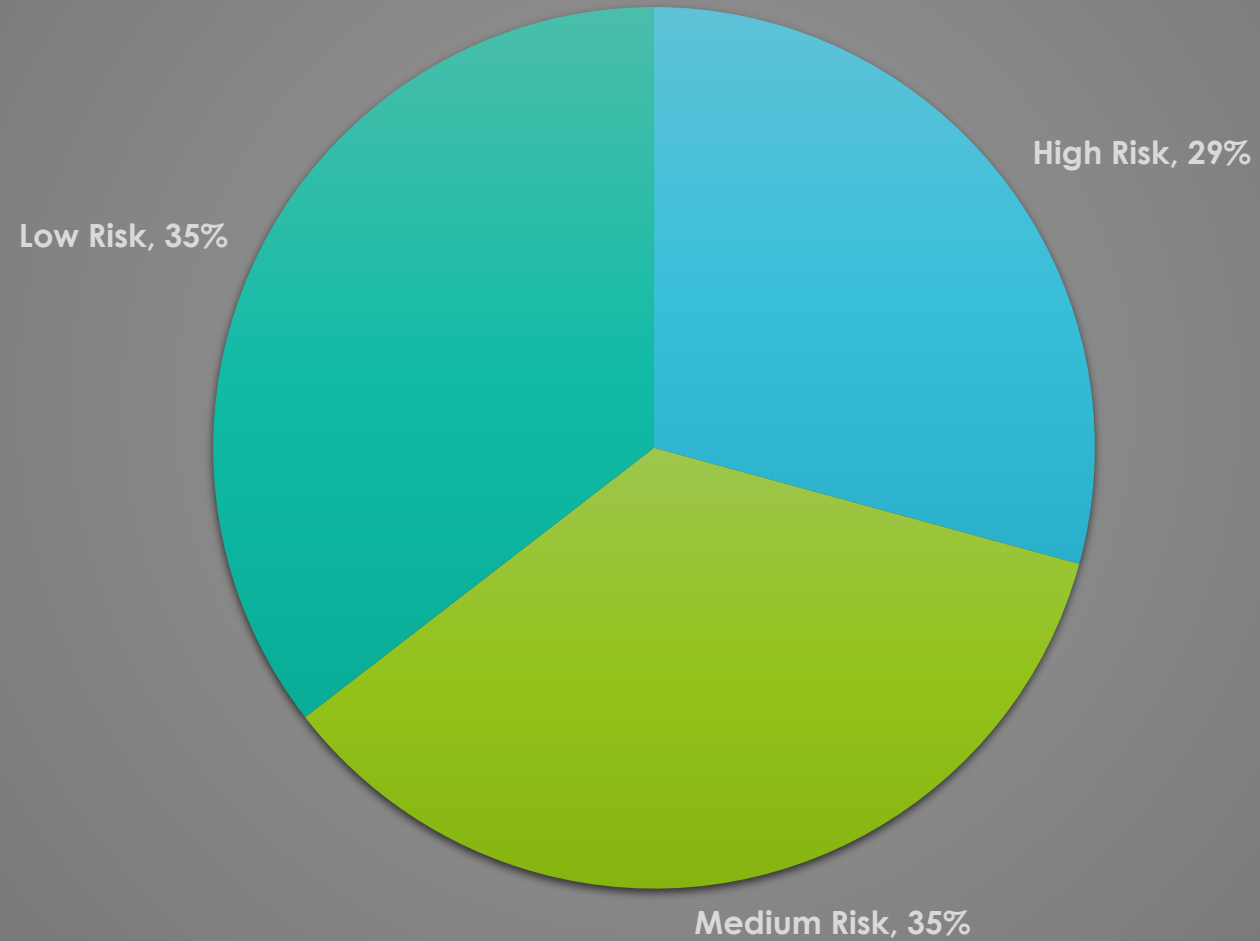
Tested
Internal BCP program is active & regularly tested.

Developing
Some key crisis & risk procedures defined.



Business Continuity Risk Assessment by Industry

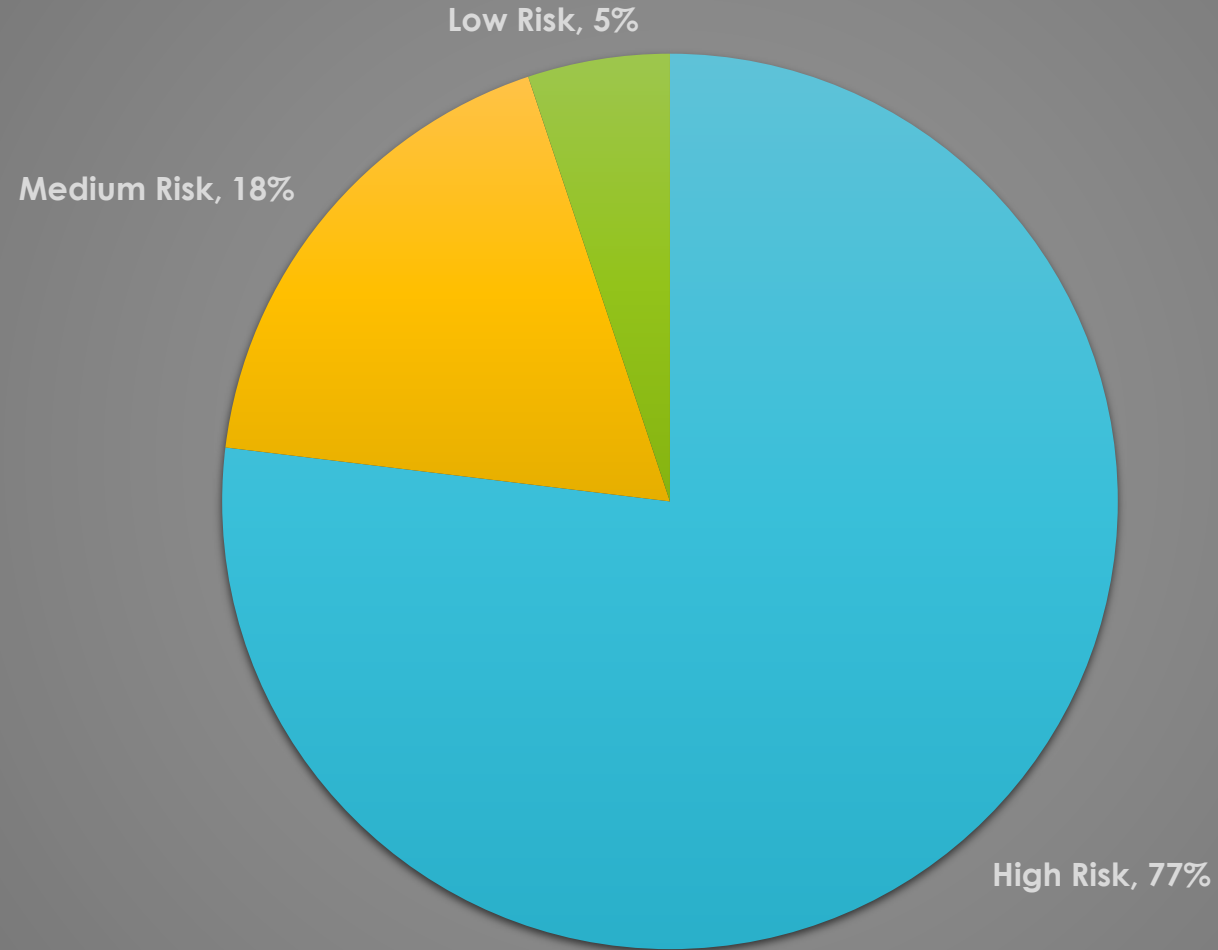
Electronics Suppliers



*Data provided by Supply Risk Solutions

Business Continuity Risk Assessment by Industry

Healthcare Suppliers



*Data provided by Supply Risk Solutions



WHAT YOU CAN DO TO
IMPROVE THE INDUSTRY

I CARE!





COSTS OF UNRELIABLE SUPPLIES



- Clinical time to approve substitutes
- Clinical education (sometimes)
- Supply Chain time to find and procure substitutes
- Price of substitute likely off contract or negotiated under duress

HIRC Resiliency Scorecard



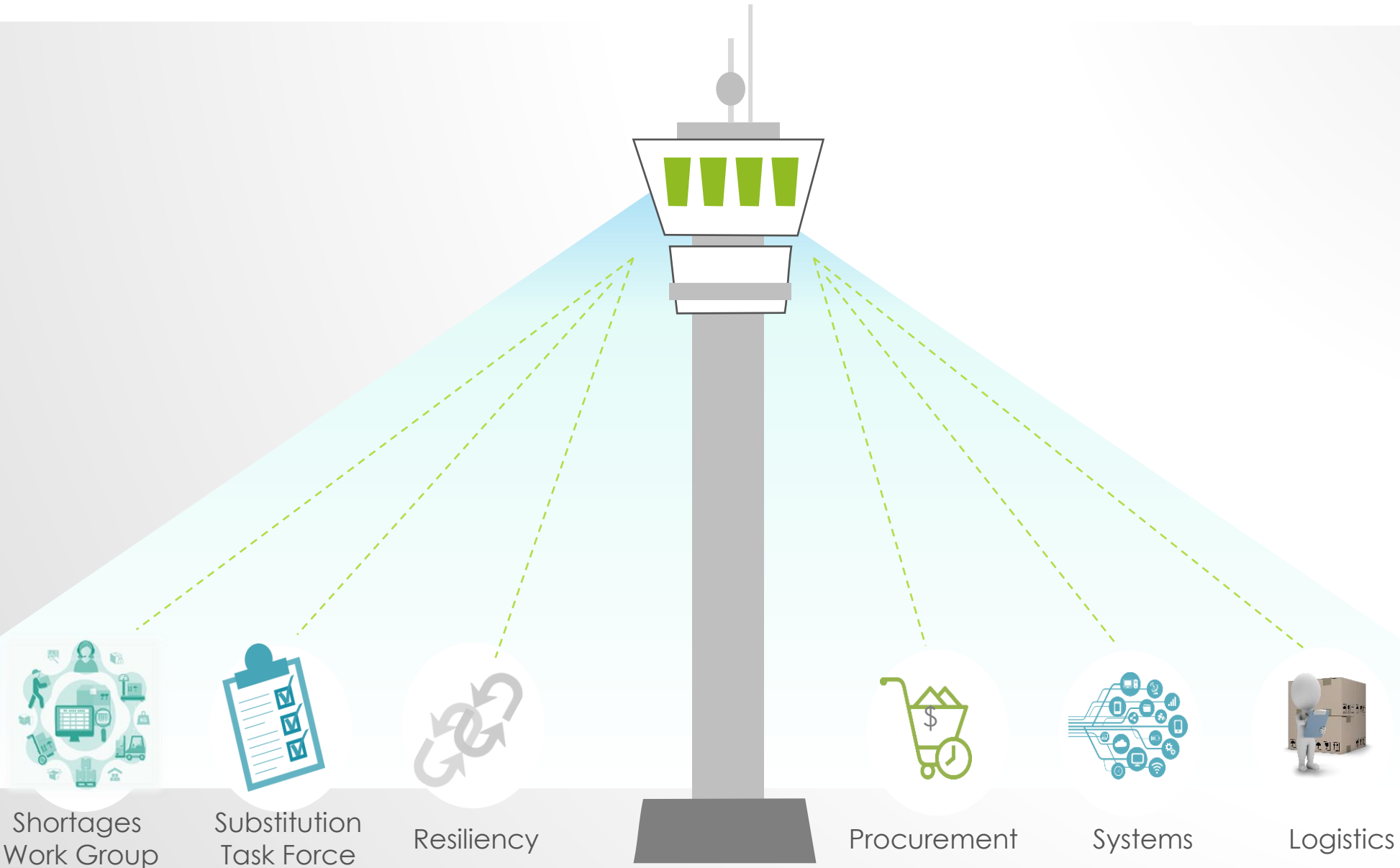
Category	0 points	4 points	8 points	12 points	Sum
Supply Chain Mapping	Provided no location data	Meets some of HIRC standard	Meets most of HIRC standard	Meets all of HIRC standard	
	<i>Additive evidence and/or discussion</i>	Some evidence of redundancy or similar capability	Moderate evidence of redundancy or similar capability	Strong evidence of redundancy or similar capability	
Event Communication	Provided no emergency contact, or contact is unresponsive	Emergency contact responsive only to direct outreach	Emergency contact responsive to both automated and direct outreach	Supplier consistent in providing candid and actionable supply disruption intel	
	<i>Additive evidence and/or discussion</i>	Calculated score of <=2.5	Calculated score of 3 to 4.5	Calculated score of 5 with evidence	
BCM Assessment	Did not complete the assessment	Artifact provided to validate response	Live discussion meaningfully addresses supply continuity topics	Provided meaningful assessment of resiliency continuous improvement	
	<i>Additive evidence and/or discussion</i>	Periodically reports service levels	Routinely reports service levels of 95%+	Routinely reports service levels of 99%+	
KPI	Provides no reporting of service levels	Limited backorders	Limited recalls or quality issues	Supplier proactive in mitigating supply disruptions	
	<i>Additive evidence and/or discussion</i>	Provided overview of resiliency program	Provided clear understanding of preparedness and response strategies	Provided specificity in the discussion relative to products of interest	
Live Discussion	<i>Additive evidence and/or discussion</i>	Actively collaborates on resiliency initiatives	Followed through on resiliency growth plan	Member of resiliency industry group	
	Score = Points Achieved / Total Possible Points (exclude any categories that are not relevant)				
Results	Unsatisfactory <50%	Conventional 50-60%	Strategic 70-80%	Partner 85%+	

*Requires activity in every category



WHAT ARE WE DOING ABOUT
CURRENT SHORTAGES

VISIBILITY - INSIGHT - RESPONSE



SHORTAGES WORK GROUP (SWG)

Shortages Work Group

- Leads cross functional group of Supply Chain staff to identify shortages and put them on the correct path to resolution
- MBOs, allocations, discontinuations, recalls, etc.
- Reactive work
- Meets daily

Substitution Task Force

- Leads cross functional group of Clinical leaders to approve proposed subs should one not already be approved and/or is not available on the market
- Both proactive and reactive work
- Meets weekly
- Approves 70+ substitutes a month

First: Auto Sub Program

- Load pre-approved substitutes that distributor carries into program to allow primary items that would otherwise kill to fill with the subs through the LUM program
- Automation that runs in the background

Second: Inventory Procurement / Sourcing Change

- Teams that purchase original or pre-approved substitute products that are not available through Auto Sub program

Third: Supply Conservation & Utilization

- Cross functional group of Clinical leaders to determine how to conserve supplies if needed
- Meets as needed

SHORTAGES WORK GROUP (SWG) SMARTSHEET

Abbott Nutrition Inventory Update 10/5/23

Haberma, Alyssa <alyssa.haberma@abbott.com>

To: Rendes, Stephen; Garcia, Vivian; Puttaswamy, Keerthi; Hsu, Anthony; Mackay, Nicole; Batta, Janine; Genova, Doreen; Lamson, Karan; Patel, Shashidra; Silcott, Isaac; Seo, Young; Nela, Kati; Lee, Benjamin; Tran, Victoria; Qiao, Yu; Mapa, Melissa; Dallas, Jacob; Devese, Albert@rodes.com

Thu 10/5/2023 4:54 PM

You forwarded this message on 10/5/2023 11:04 AM. This message was sent with high importance.

Good afternoon Stanford Team - Please see the latest inventory updates with alternative options listed in the chart below.

Additional Notes:

- Vital HP - 1L RTH (Item# 63081) is in stock and available to or
- Vital AF 1.2 - 1L RTH (Item# 62715) is out-of-stock and estima supply of weeks. I will send an update as soon as its available
- Pivot 1.5 - 1L RTH is out-of-stock and anticipated to recover in
- Ensure Clear Mixed Berry (Item# 64900) is in low inventory at
- Ensure Clear Apple is out-of-stock with an anticipated
- Nepro vanilla Box bottle (Item#62185) and Nepro 1L RTH (Item

Supply Reliability Dashboard

Vendor Item	PO Line	PO Date	Early Del	Concat	Confirmation	Status	ERD/ETA	Tracking
62699	3	10/9/2023	10/10/2023	27645946-1		TBD		
30-00012	3	9/13/2023	9/13/2023	27621602-2	110394531	DELIVERED	9/15/2023 - emailed dock to rev 9/22	
30-00012	1	10/9/2023	10/11/2023	27645966-1	110637184	CONFIRMED	ETA 10/11	
2970002091	1	9/27/2023	10/3/2023	27635379-1	RS00363637	CONFIRMED	ETA 10/3	UPS Mail Inno
5GW-051-03	1	9/8/2023	9/18/2023	27618610-1	1134172	MBO	ERD 11/3	
5GW-051-03	1	10/4/2023	10/14/2023	27642356-1	1136850	MBO	ERD 11/3	
4-420810	11	10/9/2023	10/23/2023	27645947-1	SOS22924	CONFIRMED	No ETA provided	
ADB-1	1	10/2/2023	10/12/2023	27639041-1	CA29100 27639041	CONFIRMED	ETA 10/3	
BS3104	2	10/6/2023	10/7/2023	27644439-1		CONFIRMED	ETA 10/10	TW 6381258487
NF-023	1	10/3/2023	10/5/2023	27641106-1	10202	DELIVERED	9-Oct	TW 7738189908
NF-023	1	10/4/2023	10/6/2023	27642355-1	10211	CONFIRMED	ETA 10/10	TW 7736346095
At-Risk ReNF-023	1	10/9/2023	10/11/2023	27645965-1	10238	CONFIRMED	ERD 10/10	
92908	1	10/9/2023	10/10/2023	27645948-1		TBD		
BA535NC	1	10/4/2023	10/5/2023	27643483-1	1001572197	CONFIRMED	ETA 10/6	
BA535NC	2	10/5/2023	10/8/2023	27643483-1	1001573581	CONFIRMED	ETA 10/9	
BA535NC	1	10/9/2023	10/8/2023	27645966-1	1001576072	CONFIRMED	ETA 10/11	



September 12, 2023

To Philips Respironics US Customers:

Philips Respironics is working to rebuild trust and restore relationships with our valued customers. I want to assure you that decisions relating to our products are made with patient safety and quality as the top priority. To meet these priority commitments, Philips Respironics has decided to cease distribution of select products, streamlining our portfolio in the US, with a focus on fewer and more impactful programs that are best suited to the changing market dynamics and delivering what matters most - safe and effective therapy.

We have made the decision to discontinue sales of a few of our Sleep and Respiratory Care devices, including: Alice P09, NeightBalance, CoughAssist, and a Respiratory Care Delivery device.

What this means for customers in the US
 Philips Respironics will discontinue the manufacture and sale of (i.e., cease accepting orders for) the below products in the US, effective September 12, 2023. Philips Respironics will continue to support service and provide service parts and accessories as long as they are available, but, in any event, no longer than the "end of service" date noted in the chart below. Additionally, we will honor the terms of the manufacturer's warranty for applicable devices as provided in the user manual or product insert, unless repair parts become obsolete or are no longer available.

If you have an open order
 We will seek to deliver shipments against all open orders by October 1, 2023. You will be contacted directly regarding any order cancellations in instances where this is not possible.

Product	Product Type	Sales discontinuation	Shipments discontinuation	End of service
Alice P09	Sleep Diagnostic Machine	Oct 1, 2023	Oct 1, 2023	Oct 1, 2024
NeightBalance	Positional Sleep Therapy Device	Sep 12, 2023	Oct 1, 2023	Oct 1, 2023
CoughAssist	Airway Clearance Device	Sep 12, 2023	Oct 1, 2023	Oct 1, 2023
CoughAssist Dynamic	Respiratory Drug Delivery	Sep 12, 2023	Oct 1, 2023	Oct 1, 2023
Webulser	Respiratory Drug Delivery	Sep 12, 2023	Oct 1, 2023	Oct 1, 2023
InnoSpire Go	Respiratory Drug Delivery	Sep 12, 2023	Oct 1, 2023	Oct 1, 2023
Other RDP products* * see list of discontinued part numbers	Respiratory Drug Delivery	Sep 12, 2023	Oct 1, 2023	Oct 1, 2023

Philips Respironics remains committed to sleep and respiratory care, and we will work closely with you to facilitate

Date Logged	Consecut... Killed - 3 Days	Inventory Risk	Escalation	Stage	Assistan...	Lead	# STP Approved	Lawson #	Medline Item Description	Mfg	Mfg Ref #	Medline SKU	Impacted Divisions	Entity(s) affected	Prior Day Killed Lines	Inventory Need - Lowest UOM	Primary Vendor ETA	Medline ETA
02/27/23	0	●		8. Inventory on Order		Jamie Anderson	1	197367	MBO-CATHETER NEXIVA DIFFUSICS 24G X 0.75"	BD	383590	B-D383590	Regional Interventional Inpatient	SHC LPHC	14	109		04/05/21
02/09/23	1	●		6. STF Review		Gustavo Quiroz Melissa Mapa Zhou Omengan	0	346679	TUBE SOL MONIT AD 6.5MM	COVIDIEN, LTD.	4CN65H	SWD4CN65H	Regional Interventional Inpatient	SHC	15	286		08/02/21
12/21/22	1	●		6.9 Conversion		Victoria Tran	3	102107	NDLE SFTY 27GA 5/8IN STRL	MEDLINE INDUSTRIES, INC.	1180600777	B-D305921	Regional Interventional Inpatient	SHC LPHC	14	0		04/12/21
02/17/23	1	●		Awareness		Jamie Anderson	0	1273	MBO-SOLUTION.PHYSIOSOL IRRIGA USP 1000ML	ICU MEDICAL INC	06141-09	ABB061410929	Interventional	SHC LPHC	16	0		03/27/21
12/19/22	0	●		5. Urgent STF Review		Jamie Anderson	1	216110	TUBE,FEEDING EAS.ENFIT,10FR,55",NWT	AVANOS MEDICAL INC.	40-9551TRAK2	K-C4095512	Inpatient	SHC	9	59		04/10/21
08/08/22	1	●		12. Watchlist		Alejandro Agundez	3	227	DRAPE,STERIDRAPE ADH APERATURE,MEDIUM	3M	1030	MMM1030	All	All	12	0		04/03/21
03/03/23	0	●		11. Complete		Melissa Mapa Zhou Omengan	1	10757	GAUZE, SPONGE, 12 PLY,STERILE, 4X4,10'S	CARDINAL HEALTH	397110	BXT397110	Regional Interventional Inpatient	SHC LPHC	0	0		03/09/21
08/08/22	1	●		11. Complete		Jamie Anderson	2	308036	MBO-WATER,STERILE,500ML,IRRIGATION,BTL	B BRAUN MEDICAL INC.	R5001-01	BMRG500101	Inpatient	SHC LPHC	12	0		03/09/21
11/10/22	1	●		1. IC Research		Alejandro Agundez	4	206557	TRAY,CATHETER,CURVED,13FR,15CM	CR BARD	5615150	BAR5615150	Regional Interventional Inpatient	SHC LPHC	8	0		03/20/21
02/27/23	0	●		6. STF Review		Alejandro Agundez	0	943	MBO-TUBE,ENDOTRACH,INTERMED,HI-LO,8.0 MM	MEDTRONIC USA	86452	MLK86452	Regional Interventional Inpatient	SHC LPHC	1	0		03/09/21
03/08/23	0	●		6. STF Review		Gustavo Quiroz Melissa Mapa	0	101934	SYR SLIP TIP 5ML	BECTON DICKINSON	309647	B-D309647	Regional Interventional Inpatient	SHC LPHC	1	0		03/15/21
02/15/23	1	●		1. IC Research		Gustavo Quiroz Melissa Mapa	1	178892	TRAP WATER WATERLOCK2 FOR SCIO	DRAGER MEDICAL INC	6872130	DRA6872130C5	Regional Interventional Inpatient	SHC LPHC	9	462	03/09/23	03/23/21
08/23/22	0	●		Awareness		Eleni Murillo	4	104041	MBO-TRAY, SFTY PLUS LP 20G	BD	4301CSP	BXT4301CSP	Regional Interventional Inpatient	SHC LPHC	0	0		03/09/21
02/02/23	0	●		2. Sourcing Strategy		Allan Pilapil Gerardo Magana	Not in STF	279750	MASK BIPAP C CUSHION SE ELBOW	PHILIPS HEALTHCARE	73-1133687	TAH731133687	Inpatient	SHC	0	0		03/09/21
01/19/23	1	●		6. STF Review		Gustavo Quiroz Melissa Mapa	0	59070	TUBE ET ORAL 3.5MM	TELEFLEX LLC	5-10107	HJDS10107	Regional Interventional Inpatient	SHC LPHC	2	28		04/10/21
02/09/23	1	●		6. STF Review		Robert Ignacio	9	6303	MASK PROCEDURE L2	3M HEALTHCARE	1833R	MMM1833R	Regional Interventional Inpatient	SHC LPHC	4	0		03/09/21

SUPPLY RELIABILITY DASHBOARD (SRD)

Inventory Risk

At Risk (155)

All Else (34,242)

Disruption Potential

Filter Off

Item ID

Item Summary

Item ID	Item Description	Manufacturer Item ID	Manufacturer Description	Days On Hand	Inventory Need	Open PO Count	Highest Usage	Stock On Hand	Sub Count	Sub Stock On Hand	Long PO Open Days	Killed 3 Days Flag	Low Stock Flag	Long Duration PO Flag	Medline Killed Yesterday Flag	New Risk Item Flag	Inventory Risk
197366	CATH IV 22GA 1.65MM 1IN PUSH	383591	BECTON DICKINSON	1.0	10,766	1	400.3	443	0	0	7	Yes	Yes	Yes	Yes	No	■
5321	SPCLM OTSCP DIAGNSTC 4.25MM	52434-U	WELCH ALLYN, INC.	0.0	3,316	3	276.3	0	1	0	20	Yes	Yes	Yes	Yes	No	■
1024	DRSG OPSITE 4X4.75IN	66024630	SMITH & NEPHEW, INC.	0.0	251	1	33.0	13	2	0	13	Yes	Yes	Yes	Yes	No	■
68367	MITT SCRTY 2	2814	JT POSEY CO.	0.0	47	2	6.4	4	1	0	9	Yes	Yes	Yes	Yes	No	■
183161	KIT PEDI CARE NENTL POSTNR 12X	1400401	MOLNLYCKE HEALTH CARE ..	0.0	14	4	1.1	0	0	0	16	Yes	Yes	Yes	Yes	No	■
220	DRAPE STR NON-FENTPT 18X26	NON21001	MEDLINE INDUSTRIES, INC.	0.0	8,437	0	293.9	87	1	0	0	Yes	Yes	No	Yes	No	■
7294	72IN MEDEX PVC PRESSURE TUBING	MX566	SMITHS MEDICAL	1.0	2,739	1	40.7	70	1	0	0	No	Yes	No	Yes	No	■
180541	WIPE GERMCDL HARD NPORS SUR..	Q55172	PDI, INC	1.0	2,563	0	419.9	796	0	0	0	No	Yes	No	Yes	No	■
69704	PLW BED WVN NONWOVEN GDS	MDT219684	MEDLINE INDUSTRIES, INC.	0.0	2,063	0	147.4	0	0	0	0	No	Yes	No	Yes	No	■
66819	TUBE E.T. 5.0 MICROLARYNGEAL	86387	COVDIEN, LTD.	0.0	1,107	0	7.1	0	1	0	0	Yes	Yes	No	Yes	No	■
178892	TRAP WATER WATERLOCK2 FOR SC..	6872130	DRAGER MEDICAL INC	0.0	688	0	86.0	0	0	0	0	No	Yes	No	Yes	Yes	■
209355	TUBE ENDOTRACH 3.5MM FULL	86443	COVDIEN, LTD.	0.0	397	0	2.6	0	0	0	0	Yes	Yes	No	Yes	No	■
97754	BLD BPSY FLXIBL ONE-PIECE 4CM	72-0001	OWENS & MINOR	0.0	229	0	12.0	0	0	0	0	Yes	Yes	No	Yes	No	■

Item Detail

220 - DRAPE STR NON-FENTPT 18X26
Manufacturer: MEDLINE INDUSTRIES, INC. (NON21001)

Primary Vendor: MEDLINE INDUSTRIES INC
Most Used Vendor: MEDLINE INDUSTRIES INC
Medline SKU: NON21001
PARs Killed: 4 of 5 (80.0%)
Lead Time: 2.8
Vendor ETA: 2023-04-20

Disruption Potential Indicators

- High Usage ✓
- No Medline Option ✓
- Single Source ✓
- Large PAR Footprint ✓
- Implant Items
- No Subs
- Procedural Item

UNSPSC - 42131701
Medical Equipment -> Medical apparel and textiles
Surgical textiles -> **Surgical drapes..**

Usage

Day of Date

- Lawson Issues, 220
- Lawson Receipts, 220
- PeopleSoft Receipts, 220

Date Window Select: 90-Day

PeopleSoft Data Updated on 3/23/2023 4:35 AM | Medline Data Updated on 3/23/2023 4:41 AM | Lawson Data Updated on 3/23/2023 1:48 AM | ✓Created by TDS Analytics

24

SHORTAGES WORK LIST PRIORITIZATION

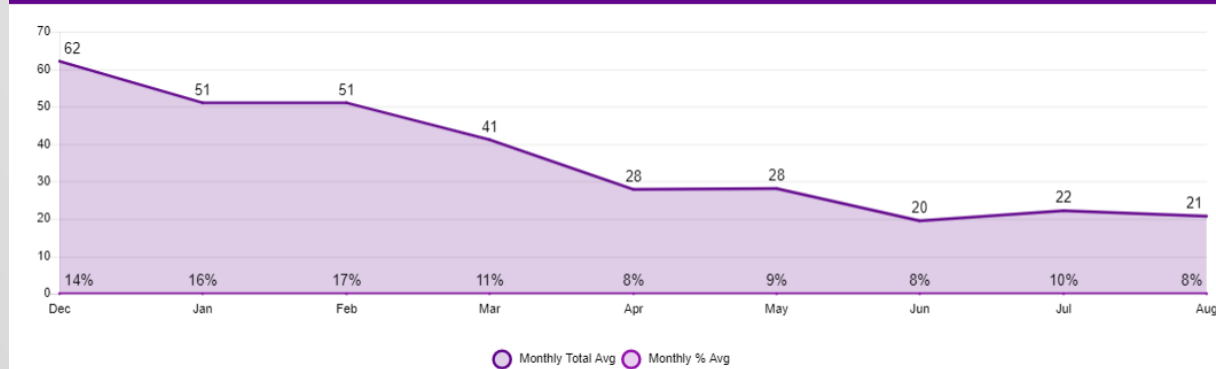
Created a stop light color system to identify inventory risk within the worksheet. This addition provides better visibility of the stages for at-risk item; especially for our red critical item.

Red Items													
Supply Item Description	Lawson #	Inventory Risk	Stage	Mfg	Impacted Divisions	ETA	Prior Day Killed Lines	Inventory Need - Lowest UOM	DOH	SOH	Sub SOH	Division	Lead
Total		Count											
		17											
Stage		Count											
0. Not Started		6											
DIAPHRAM, UNIVERSAL, COATED, 2 PK, NON-S	363107	●	0. Not Started	AMEDA	Inpatient	10/23/23	9	0	0	0	0	#NO MATCH	Allan F Quiroz
DBM-SET, FILTERLINE, MICROSTREAM, ADLT/	192775	●	0. Not Started	MEDTRONIC USA	Inpatient	11/16/23	4	0	0	0	0	#NO MATCH	Allan F Quiroz
PORT ACCESS KIT	351098	●	0. Not Started	MEDLINE	Inpatient	10/18/23	4	30	0	0	0	#NO MATCH	Allan F Quiroz
NEEDLE ENTRY, ONE-PART, PERC, SDN-18-5.0	58167	●	0. Not Started	COOK INC	Interventional	10/23/23	2	7	0	0	0	Procedural	Robert
PUMP KIT, L VOLUME, CB 1000 NMBUS II P/INPRO	334171	●	0. Not Started	INFUTRONIX LLC	Inpatient	10/30/23	2	0	0	2	0	#NO MATCH	Allan F Quiroz
DBD-BIOPSY PUNCH, STERILE, DISP, 6MM, 50/BX	28338	●	0. Not Started	MEDLINE	Interventional Inpatient Regional	11/16/23	2	0	0	0	0	#NO MATCH	Jose C
Stage		Count											
2a. Sub Identified		2											
CATHETER, BERMAN, 5FRX80CM	2788	●	2a. Sub Identified	TELEFLEX MEDICAL	Interventional	11/09/23	4	0	0	0	0	Procedural	Robert
PADS, WIGGLEPADS, PREMATURE, 20/B	351268	●	2a. Sub Identified	FISHER PAYKEL	Inpatient	11/16/23	3	217	0	0	0	#NO MATCH	Allan F Quiroz Hemar
Stage		Count											
3a. STF Review (Thurs)		2											
PROBE RECTAL TEMPERATURE	71515	●	3a. STF Review (Thurs)	ROYAL PHILIPS	Interventional Inpatient	10/30/23	11	154	0	0	0	#NO MATCH	José A Robert
TRAY, CV, DBLEC-UDLMY-401J-ABRM-HC-FST	72769	●	3a. STF Review (Thurs)	COOK INC	Inpatient	11/13/23	5	0	0	0	0	#NO MATCH	Allan F Quiroz Hemar
Stage		Count											
3b. SNOW (Item +/-update) Request		2											
MBO-TRAY, PNEUMOTHORAX, SAFETY, 8FRX2	59282	●	3b. SNOW (Item +/-update) Request	CARDINAL HEALTH	Inpatient	10/25/23	5	0	0	0	0	#NO MATCH	Allan F Quiroz
DBM-AIRWAY GUEDEL, 30 MM, SOFT PLAST, 10/BX	6624	●	3b. SNOW (Item +/-update) Request	TELEFLEX MEDICAL	Interventional Inpatient	11/16/23	2	186	0	0	0	#NO MATCH	Allan F Quiroz

Item Criticality

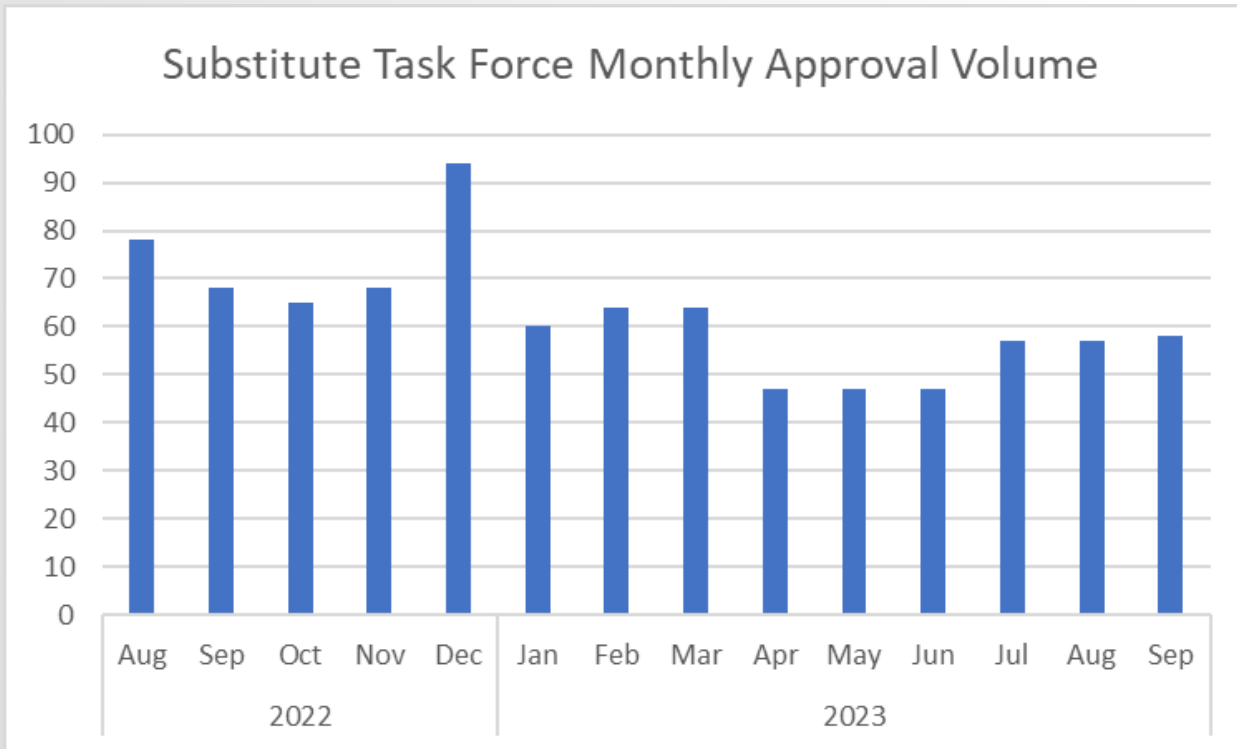
- RED:** Most Severe Low to no stock of original and approved subs; no line in sight of available product
- YELLOW:** Visibility of newly added items and/or items that require assistance
- BLUE:** Being worked on by SWG Leads - no assistance needed at the moment
- GREEN:** Item has 15+ DOH and is not killing at Medline

Monthly RED Inventory Risk Item Trend



Request	Sub	Lead	# STF Approved Subs	Is there an approved sub?	Lawson #	Medline Item Description	Medline SKU	Mfg	Mfg
6. Complete	Sub Approved	Allan Quiroz	1	Yes	142706	WIPE BLEACH GERMCDL #6 CLOROX	CLO35309	CLOROX	
1a. DED Review		Alejandro Agundez	1	Yes	46961	SOLN HEPARIN W/NS 500ML	0409-7620-03	PFIZER INC.	
3a. STF Review (Thurs)	Sub on Order	José A. Hernández, Robert Ignacio	1	Yes	71515	PROBE RECTAL TEMPERATURE	HWP21090A	ROYAL PHILIPS	96
6. Complete		Allan Quiroz	1	Yes	60515	SET, TUBING, KENDALL SCD, 7	KDL9528	CARDINAL HEALTH	
1a. DED Review		Allan Quiroz	1	Yes	101953	MBO-SYRINGE, LL, 35ML	SWD500777	CARDINAL HEALTH	
4.3 Sourcing Strategy		Allan Quiroz	6	Yes	221746	SOLN W/O BACT NS 10ML	ABB048810102	PFIZER INC.	00
2a. Sub Identified		Allan Quiroz	1	Yes	213712	SWABSTCK, BENZOIN TINCTURE, 1/PK, STRL	APLS1106	MEDLINE	
0. Not Started		Allan Quiroz	Not in STF	No	363107	DIAPHRAM, UNIVERSAL, COATED, 2 PK, NON-S	N/A	AMEDA	
4.2 Conversion	On Thursday/Agenda	Melissa Mapa	0	No	296	SURGICAL 2X3IN	ETH1953	JOHNSON & JOHNSON HCS	
4.3 Sourcing Strategy		Allan Quiroz	1	Yes	208049	MBO-PIVT 1.5 CAL UNFLVD RTH, 8/CS, 10 CS	R-L62719	ABBOTT	

SUB TASK FORCE (STF)



TOTAL: 2327 substitute item pairs identified and stored in ERP

Process

- The STF is a collaboration between supply chain and clinicians sourced from across the enterprise
- The committee meets once a week to review substitute candidates for key MBO items identified by the SWG; urgent reviews are handled off cycle
- Clinical evaluators are identified by which departments stock the item
- Approved items are activated in our ERP as Substitutes

STF Metrics – Weekly Volume

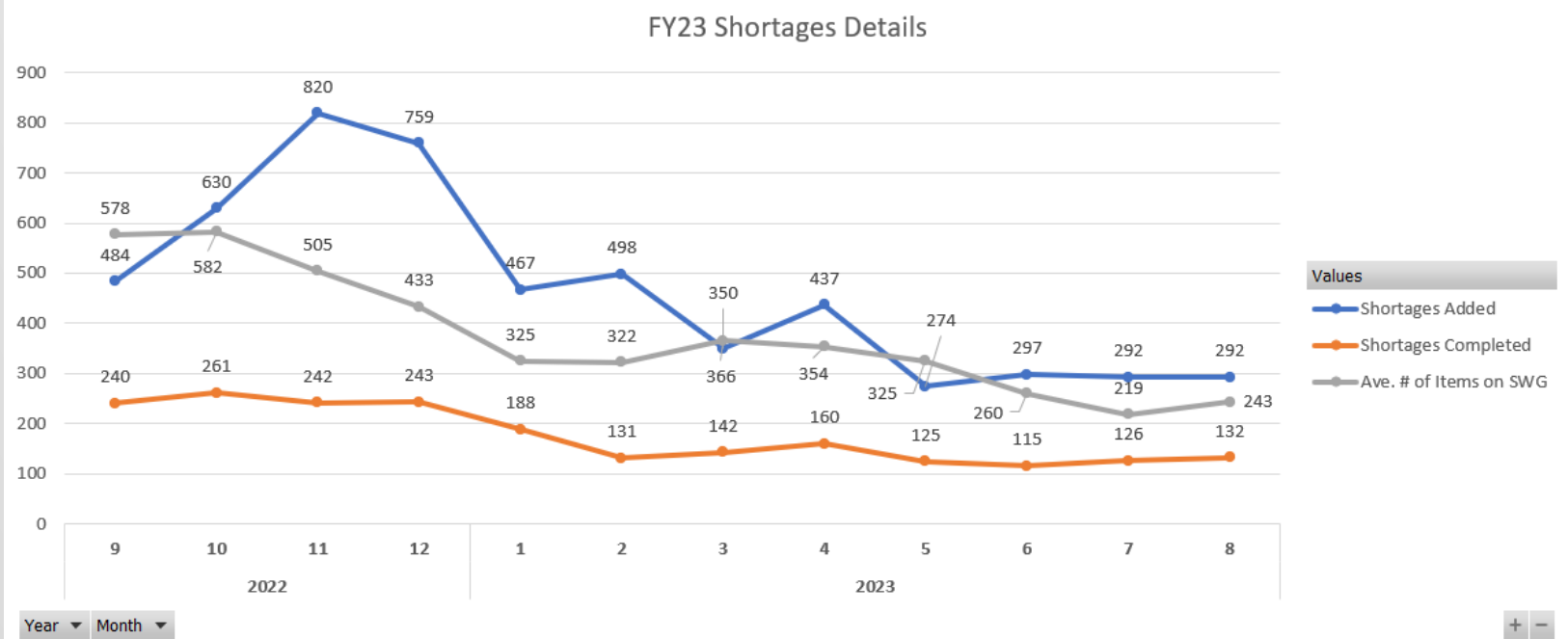
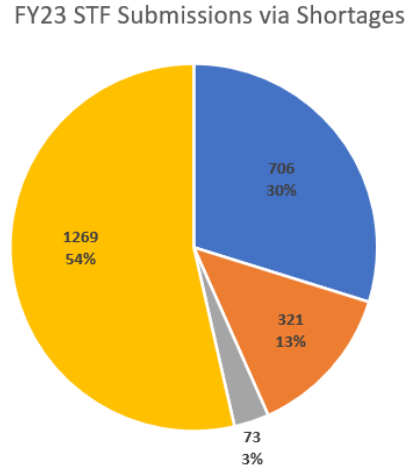
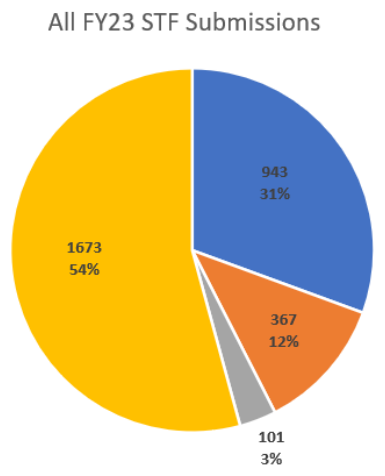
- 15-20 items typically reviewed
- 12 Approvals
- ~5 Urgent Reviews

SUBSTITUTIONS FROM SHORTAGES

Review Status	All FY23 STF Submissions	FY23 STF Submissions via SWG	% from SWG
Approvals	943	706	75%
Grand Total	3084	2369	77%

All FY23 Approval Rate %	30.5%	SWG Submitted Approval %	29.8%
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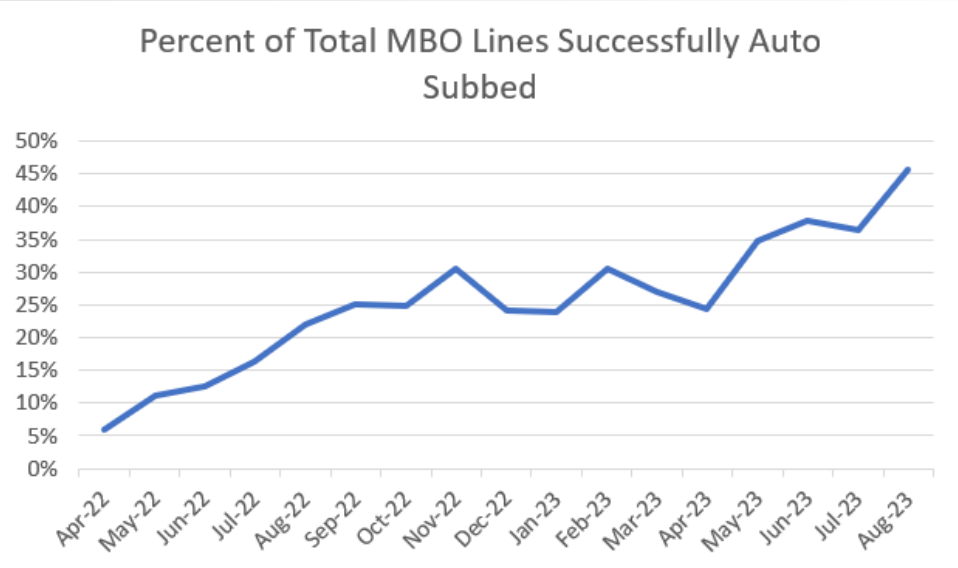
* Other 23% of items added into the STF are from conversions, proactive research, VBS items, etc.



Shortages Metrics – Daily average

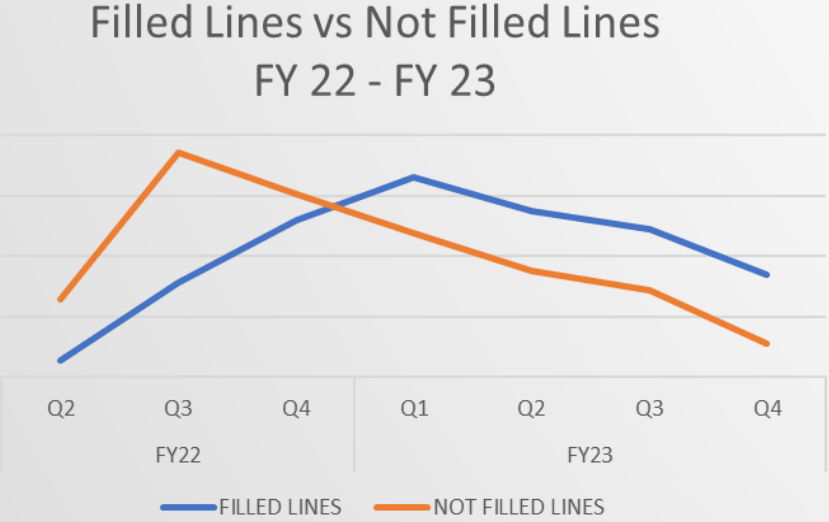
- 12-17 New item add
 - 2-4 new items added to each teammate
- 5-7 Items resolved

DISTRIBUTOR AUTO SUB



•Process

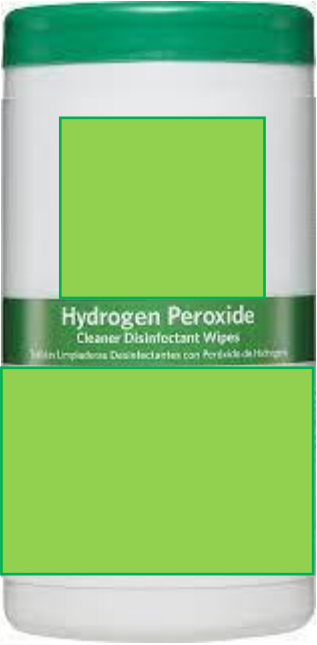
- SC team maintains a list of active Sku pairs that vendor uses to update their Auto Sub program
- Killed lines that match a loaded Auto Sub Sku are rewritten with the Sub Sku
- Vendor produces daily report of Sub/Non-Sub lines



•Metrics

- 756 Sku pairs added to Auto Sub
- Avg 60 Sku pairs added per month

MARKET DISRUPTION



A grayscale map of the world is shown in the background, with the word "QUESTIONS?" overlaid in large, bold, black letters. The map is centered on the Atlantic Ocean, showing the continents of North and South America on the right and Europe and Africa on the left. The word "QUESTIONS?" is positioned in the center of the map, spanning across the Atlantic Ocean and parts of the continents.

QUESTIONS?