"Walk the Line" by Allen F. Victor

Vikas Singh, University of Arkansas for Medical Sciences
Walk The Line

By Allen F. Victor

Vikas Singh
10/19/2006
What is VHA?

- Is a health care provider alliance with more than 2,400 not-for-profit, healthcare organizations in 48 states
- Novation
- Goodroe Healthcare Solutions, LLC
Importance of VHA for Administrators:

- Provides industry’s most extensive supply chain information and solutions, benchmarking data, educational and learning opportunities and customized contractual agreements

- Positively affects hospitals economic performance and clinical quality by improvements in quality, cutting costs, eliminating waste, capturing lost revenue and increasing productivity
How it does that?

- Balance quality care and manage supply costs, particularly of the most vital and expensive service lines
- Lower total costs – group purchasing discounts, contractual agreements and negotiations, benchmarking and best practices, consulting services
- More measurable results through member networks and organizational research
Greater choice

- Education and learning – leadership education, organizational research, consultation, ideas, tools and proven best practices, operational performance and supply chain management strategies

- Networking

- Public Policy
Walk The Line

- Diversification into high end specialty services to maintain competitive edge
- Cardiovascular, orthopedics and neurosciences programs are most vital priority for most VHA members
- VHA provides alliance specialty services to identify expense and revenue improvements opportunities, streamline supply chain management, improve clinical outcomes and to make them stay ahead of the technology curve
Alliance’s Specialty Services

- Data, Analytics and interpretation
- Physician engagement
- Customized contracting services
Supply chain analytics division – VHA, Novation and Goodroe

Supply Chain Analytics: that break down data into useful information that identifies areas for improvement and savings

Information processing tools (technology) that collect, integrate, and automate supply chain management transactions and processes

Measurement data can help you quantify and compare supply chain performance
Physician Engagement

- Integration of physician into key supply decision processes for hospitals
- Timely, accurate and actionable data to result in dramatic cost savings while maintaining quality clinical outcomes
- VHA has 185 clinicians on staff to infuse clinical experience and understanding into every strategic and tactical supply need of its members
- Helps in establishing trust and team spirit in quality control and cost reduction projects
- Helps the organization be prepared for the new technology adoption in advance
Portfolio/Customized Contracting Services

- Provides extensive custom contracting opportunities around supply standardization and utilization
- VHA and Novation has extensive database for right product pricing, product and procedures utilization benchmarking and quality of product or procedure outcomes
- Novation has broad and highly competitive national portfolio based on focused assessment, contract enhancement and customization and provides medical product technology insight
Questions?