

Making the Supply Chain Your Competitive Advantage in an Era of Bundled Payments and Population Health

Presentation Summary

With the onset of Medicare's Comprehensive Care for Joint Replacement, the continued proliferation of private payment bundles, and greater assumption of performance-based risk in general, hospitals have a unique challenge and opportunity—through strategic supply chain management—for competitive advantage in the marketplace. Top performing organizations are integrating physician leadership and robust information resources to engineer cost out of care. Laggards are not.

This presentation will utilize Pearlson and Saunders's Information Systems Strategy Triangle¹ as an effective method for assessing and remedying disagreement between business strategy, people strategy, and information strategy.

This presentation will walk through the ghosts of healthcare past—using The Information System Strategy Triangle—to uncover vestiges of cost based reimbursement, outsourced contracting, and transactional management that plague and inhibit an organization's competitiveness and growth. Participants will examine Medicare market and cost report insights to quantify the impact that strategic supply chain management has on an organization and evaluate their current state.

¹. Keri Pearlson & Carol Saunders, *Managing and Using Information Systems: A Strategic Approach*, The Information Systems Strategy Triangle

Presenter

Andy Perry, Co-Founder & CEO at Curvo Labs, has spent over 15 years working to engineer deals that improve the value of healthcare. Andy founded and spent eight years running his own healthcare supply chain consulting practice before leading supply chain management for one of his hospital clients. Andy has published articles on healthcare supply chain strategy and management as well as entrepreneurship for *The Journal of Healthcare Finance*, *Cost Management* and the *Evansville Business Journal*. He taught macroeconomics as an adjunct faculty member at the University of Evansville. Andy holds a Bachelor of Arts degree in Economics and a Master of Business Administration degree, both from the University of Southern Indiana.

Contact: Steve Suhrheinrich, 619.316.1202, steve@curvolabs.com