

Value Based Selection

We have developed a new process for evaluating requests for new products to be brought to SHC. The new process will start on June 1st with physicians using a new form to submit requests for new products.

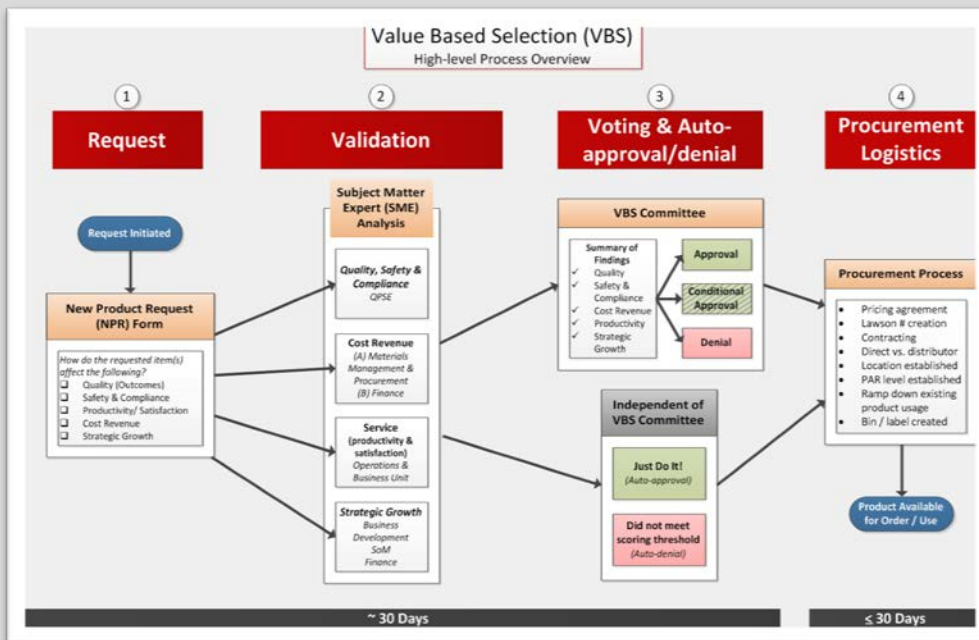
Why?

We've heard from physicians and staff the following about the current process:

- Evaluation is based primarily on price and physician preference
- Lack of transparency on evaluation criteria (decisions can appear arbitrary)
- Lack of transparency on the status of requests
- Unclear roles and lack of consistency

Lead Time <i>(from product request to receipt)</i>	5-6 months
Total existing SKU's	53,107
# of times team leaves OR for supplies <i>(Average per case)</i>	4-6

Overview of the new process



Key benefits of the new process:

- One standard & transparent process for all requests
- Strong physician involvement in analysis and decision making
- Faster lead time for receipt of new products

Thank you for your patience and support as we improve our processes to better serve our patients, faculty, and staff!