

The left side of the page features two large, solid blue triangles. The top triangle points downwards, and the bottom triangle points upwards. They meet at a central point on the left edge of the page, creating a white diamond-shaped area in the center.

VALUE ANALYSIS QUARTERLY NEWSLETTER

Beaumont Health Spectrum Health (BHSB System)

To our cherished readers,

Come join us on a tour of the first Value Analysis quarterly newsletter. In each issue there will be

- **Spotlights** – *Success within Value Analysis*
- **Collaborations** – *VAT works with many departments in and out of supply chain*
- **HIRC highlights** – *Healthcare Industry Resilience Collaborative*
- **Integration Insights** – *New and exciting information about the integration for Beaumont Health and Spectrum Health (BSH System)*
- **Q & A** – *Answers to your questions from our insightful teammates*

With many interests and valuable content, we plan to keep you reading and wanting more! Feel free to share feedback and submit questions to be answered in the Q & A section of each newsletter.

Enjoy and happy reading!

Sincerely,

Your dedicated Value Analysis Team (VAT)

Value Analysis is an evidence-based, patient-centered, customer-focused, process-oriented and data driven.

– Adapted from the Association of Healthcare Value Analysis Professionals



Introducing BSH:

Spectrum Health (West Michigan) and Beaumont Health (Southeast Michigan) are integrating into one health system – with the temporary name of BSH System. This integration builds off the common purpose to support our communities. A new name will be announced to reflect the new mission, vision, and values. For more information, please visit [For Michigan by Michigan - For Michigan, By Michigan™](#)



Collaboration Corner: BSH System protecting patient safety with global conversion to ENFit compatible products.

Danielle Baldwin MS, AT, ATC

For the past 5 years, enteral feeding tubes and accessories have been undergoing a conversion providing a lower risk of misconnections for patients.

BSH Spectrum Health (SH) has been actively leading this charge with multiple initiatives to combat the misconnection safety concern. In 2017-2019, the Value Analysis team conducted a search within SH inventory; along with inquires to surrounding schools, inpatient rehab centers, nursing home facilities, prisons, and other areas to educate on the global conversion that SH was participating in.

More recently in 2021-2022, the Value Analysis and Sourcing teams at SH conducted a final push to ensure all the products at SH are ENFit compatible. This included a review of 114 products with suppliers, crossing incompatible products with replacements and negotiating with suppliers on the best options. The final count is for 16 substitution products that will serve the community well.

At BSH Beaumont Health (BH), the ENFit conversion process has been underway. A full inventory of products and accessories have been evaluated and cross-walked substitutions with suppliers. Next steps include the active plan to burn down legacy stock with ENFit compatible products and replace with compatible ENFit products for better safety to minimize risk of misconnections for our patients.

To learn more about the ENFit global conversion, visit [GEDSA](#) (Global Enteral Device Supplier Association).

Collaboration Corner: A proactive approach to create resilient backorder processes at BSH Spectrum Health (SH)

Lindsay Vronko RN, BSN

Since the start of the COVID-19 pandemic, backorders have become a way of life in every industry – especially in the healthcare systems to secure products needed. The urgent orders often come with a price tag with exorbitant costs.

For BSH Spectrum Health (SH), the pandemic was the catalyst to build a proactive approach compared to reactive attempts when a product was backordered. The goal was to minimize the scramble that typically occurs among purchasing, supply chain, value analysis and clinical teams. This enabled the teams to work smarter, not harder.

Managing backorders is often a complex process that begins with understanding what's in a health system's item master, how regularly items are purchased, where when and how frequently those products are used and the outcomes associated with those products.

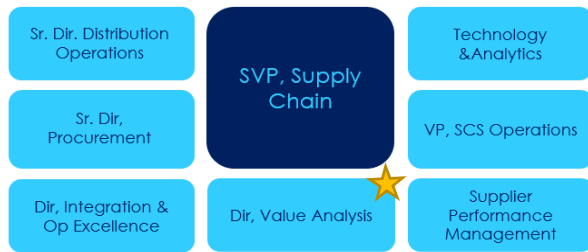
An additional layer of precaution originated from the value analysis, purchasing, reporting/analytics, sourcing teams and clinical stakeholders to collaborate in reviewing 13,000+ items in SH inventory. Each SKU was given a critical rating to identify and alert supply chain buyers on how to proceed when an item is on backorder, inventory is low, or purchase orders are not being filled. Purchasing has been integrating the rating system into their daily work. BSH continues to fine tune on the backorder process

Special Team Appearances: Presentations promoting Value Analysis team members

Presenter: To be determined	AHVAP Annual Conference and Supplier Showcase: Creating an Early Warning Score Through Multi-Team Collaboration	10/26/22 – 10/28/22
Lindsay Vronko Value Analysis Program Specialist	GHX webinar: Lumere Users Backorder session	3/17/22
Kristen Sinke Director, Integration/Ops Excellence	AHVAP: Outcomes Based Savings Programs – Success Using Long Term Value Based Strategic Partnerships	2/2/2022
Amy Bertotti Director, Value Analysis	GHX Summit 365: How a Value Analysis Evolution led to a Performance-based Contract Revolution	6/8/2021



Spotlight: About the Supply Chain and Value Analysis Team



Value Analysis is part of the Supply Chain Services team at BSH System. Focused on clinical evidence, improved processes, and research-based decisions describes Value Analysis as a unique character to the healthcare story.

Value Analysis Director

Value Analysis Program Specialists (VAPS)

- Support designated service lines*
- Research, regulation of requested products and standardizing of system supplies

Specialist positions

- Implementation Specialist
- Clinical Database Specialist
- Support VAPS with designated service lines*
- Lead implementation of products and trials

*Supported service lines include –
Cardiovascular, Clinical Products, Laboratory, Neurology, Orthopedics, Surgical Specialties, Product Formulary and Radiology



Spotlight: Cardiovascular VAT earns 2021 Environmental Excellence award

Stryker sustainability team presented CV VAT with this prestigious award due to the consistent partnership to reduce waste, increase the variety and volume of reprocessing, as well as a higher growth rebate. The numbers speak for themselves with the impact to decrease the environmental waste footprint in our community and beyond.

- Spectrum Health system received 2021 Environment Excellence Award from Stryker
- Onboarded SHL in 2021
- Collections vs. Buyback – SHWM at 92% and SHL at 85%
- Increased Annual rebate to \$61K
- Platinum Plus Program – Platinum tips \$12K rebate
- Diverted 8,606 pounds of waste from landfills



Q & A:

What is SH doing to hit all the key points in the definition on the 1st page?

Great question! Now that our program has been established, the growth and transformation mature daily. Expansion of the implementation specialist roles (org chart p.1) has been an important asset to the team functions. Our high performing team has developed through innovation, initiatives, and resourcefulness to accomplish the common goals of Value Analysis.

Have a question? Email us at valueanalysis@spectrumhealth.org Learn more visit BSH [Value Analysis Program](#)