

VAHRMM

Virginia Association for Healthcare Resource & Materials
Management

Dear VAHRMM members,

Summer is almost over, and the VAHRMM board members have been very busy planning our 2017 Fall Conference. Again, we want to thank you for your continued support not only for your participation year after year but, also for allowing us to be your organization of choice. Our education committee has been very busy researching and scheduling speakers for our Fall Conference 2017. This year's conference is at The Westin, Virginia Beach Town Center October 11-13. We strive to bring a variety of topics and information to assist you in managing the ever-changing healthcare environment that we work in. Supply Chain is not only challenged to bring the right products, at the right time, and at the right price, but, we must also partner with clinicians in finding solutions for quality initiatives that are cost effective and assist in achieving the financial goals of our organizations.

We are always "Aiming for Success", not only to have an exceptional conference but, for the everlasting quality of information that resides with you that helps you with your success in your hospital. VAHRMM is all about education and networking with in the supply chain, so we want everyone to have an opportunity to attend and network with one another. So again, VAHRMM is allowing first time hospital attendees to attend for free. We can only be successful with your participation and attendance.

I ask that all our vendor supporters share this information with your hospitals customers to achieve higher attendance. Also, to our hospital attendees, please share with your staff and others in your clinical areas that you think would benefit from this conference. There is no better way to get CEU's than to attend the VAHRMM conference.

We are looking forward to another amazing conference!

Let's go viral with VAHRMM!

Fernanda Isabel Moore- President



Upcoming Events

October 11-13

VAHRMM 2017 Annual Fall Conference at the Westin VA Beach Town Center

October 11

VAHRMM Annual Golf Tournament: Riverfront Golf Course Suffolk, VA

Important Announcements

Registration is up for the Fall Conference. Please visit www.VAHRMM.net for the CVENT registration page

Registration is also up for the Fall Charity Golf Tournament. Please visit www.VAHRMM.net for the CVENT registration page

VAHRMM Gives Back Please bring school supplies for kids in need. See conference registration for details.

AHRMM National Conference July 23 – 26 2017 (Washington DC)

Bronze Status!

VAHRMM stood out from the pack at the AHRMM17 National Conference, thanks to our Bronze Status and high attendance level! Great seeing many of you that made the 'long' trip to our nation's capital.

If you have not already, we suggest making advance plans to attend next year's AHRMM conference occurring on August 12-15th in Chicago, Illinois. Without a doubt, this is the leading education event and the central meeting place for providers, academics, affiliates, and vendors working in all facets of healthcare supply chain.

AHRMM News

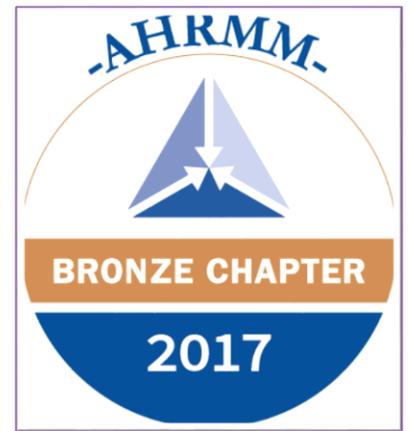
CMRP Scholarships

AHRMM offers scholarships for receiving and renewing the nationally recognized [Certified Materials & Resource Professional \(CMRP\)](#) credential.

Did you know? 50 eligible AHRMM members who applied for the CMRP exam or renewal scholarship between **August 8, 2017 and August 17, 2017** received a voucher for the full CMRP exam fee or authorization to renew with the renewal fee waived.

Contact AHRMM: Questions about your scholarship? Contact AHRMM at ahrmm@aha.org or 312-422-3840.

If you missed the above opportunity, please stay tuned to VAHRMM.net and AHRMM.com for future promotions. Moreover, our very own Keith Dabbs or Chris Lawson are a wealth of knowledge for acing your CMRP examination.



Mark your calendars

AHRMM18 is August 12-15 in Chicago, IL.

Special thanks

Kudos to Board Member Chris Lawson from Bon Secours for compiling and presenting data necessary for VAHRMM to achieve Bronze status!

Member Contributions

Blending your Procurement and Accounts Payable teams

Sound impossible? It's not!

Riverside Health System's Supply Chain Management department debunked that theory several years ago. At a time when both departments were located in different parts of Newport News, particularly during a time of growth for the System, something had to be done to synergize the two critical components of the supply chain. The decision was made then to incorporate a portion of the existing A/P department within the Supply Chain Management department. This new team would be dedicated strictly to paying purchase order invoices. The outcome was remarkable in terms of improved communication and invoice payment turnaround times. By blending these areas in the same building, customer service improved and the whole RHS Supply Chain Management department was poised for even more growth.

Recently, I was invited to present RHS' successes with bringing A/P into the supply chain at the Accounts Payable & Procure to Pay Conference and Expo at Disney World in Orlando. It was great to be able to share our story and meet other industries who have either combined these two areas, or are seeking to make the change. It appears that many companies outside the healthcare sphere have meshed purchasing with accounts payable but healthcare is slow to come onboard. Actually, some industries, including a few larger healthcare systems I have talked to, are turning their A/P departments into revenue centers! Hold the phone! Yes, it's true. Favorable payment terms in situations where vendor payments are so large, combined with banking scenarios where payment types (credit cards, EFT, ACH, etc.) allow for discounts, and other deals/negotiations, and have netted revenue in these companies!

This is just one of many examples that reinforces the fact that finance now has a seat at the supply chain table.

But we supply chain professionals have already known that for years- right?!

Keith Dabbs

Director- Procurement & Sourcing

Riverside Health System- Supply Chain Management

Sponsor Spotlight

Owens & Minor: Upcoming talk on Pandemic Preparedness

A global healthcare services company headquartered in Virginia, is here to share perspective surrounding the complex logistics associated with Pandemic Preparedness. **Andy Leaders, VP of Provider Services (Southeast)** has a profound understanding of this topic. With his background in Supply Chain and Sales Management, Andy co-leads Owens & Minor's efforts to proactively plan, alongside their customers, for unexpected events.

Pandemic Preparedness: Industry Efforts to Build Elasticity into the Supply Chain.

- ▶ Learn how pandemics impact the supply chain, including the risks of under- and over-ordering, duplicate ordering, and hoarding behaviors
- ▶ Identify opportunities to improve communications with suppliers and public health officials prior to pandemics, ensuring available product when needed
- ▶ Learn how suppliers manage and allocate products, and what best practices can help prevent demand spikes and shortages



Where do I hear Andy's presentation on Pandemic Preparedness?

**Only at the 2017 VAHRMM
Fall Conference October 11-
13th!**

Register today!

www.vahrmm.net

VAHRMM17 FALL CONFERENCE AND VENDOR EXHIBITION

The VAHRMM board has spent the spring and summer planning for the 2017 fall conference. As always, there is a good mix of entertainment, educational and motivational speakers lined up for your enjoyment. Our theme and speakers are in alignment with the National AHRMM Mission of advancing healthcare through supply chain excellence. Moreover, trends and best practices from across the Commonwealth will be showcased. Do not miss out!

When

October 11, 2017 - October 13, 2017

Where

Westin Virginia Beach Town Center
4535 Commerce Street
Virginia Beach, Virginia 23462

Registration

www.vahrmm.net

**VAHRMM Gives Back: Remember to bring school supplies for area kids in need.*

Conference Scholarship

This year we are pleased to offer a conference scholarship for one hospital attendee.

The scholarship includes:

- One full conference registration
- Up to two (2) nights lodging at the conference hotel (room & tax only)
- One ticket for Thursday evening's entertainment
- VAHRMM membership for one year

Any candidate who would like to be considered, please fill out the application below and return it to the VAHRMM board at vahrmm@vahrmm.net. The board will decide and announce the scholarship recipient by Friday, September 15th.

CONFERENCE AGENDA

October 11, 2017

5:00 PM - 7:00 PM **Welcome Reception**

October 12, 2017

7:30 AM - 8:30 AM **Registration & Continental Breakfast**

8:30 AM - 9:00 AM **Welcome & Opening Comments**

9:00 AM - 10:30 AM **Mind Over Magic; Overcoming the Impossible**

Speakers:

Keith Matheny

10:30 AM - 10:45 AM **Break**

10:45 AM - 11:45 AM **Optimizing Your Inventory Systems: A Discussion on Unique Device Identifier (UDI) & GTIN**

Speakers:

Tim Heist Bon Secours Health System

12:00 PM - 3:00 PM **Vendor Exhibition and Lunch**

3:00 PM - 4:00 PM **Pandemic Preparedness – Industry Efforts to Build Elasticity into the Supply Chain**

Speakers:

Andy Leaders Owens & Minor

4:00 PM - 4:15 PM	Break
4:15 PM - 5:15 PM	<p>**BONUS SESSION** - CMRP Certification Program Overview</p> <p>Speakers: <u>Keith Dabbs</u> Riverside Health System</p>
6:30 PM	<p>Dinner and Illusionist</p> <p>Speakers: <u>Chris Hannibal</u></p>

October 13, 2017

7:45 AM - 8:45 AM	Continental Breakfast
8:45 AM - 10:15 AM	<p>Understanding Personality Differences</p> <p>Speakers: <u>Tonya Jones</u> Sentara Health</p>
10:15 AM - 10:30 AM	Break
10:30 AM - 11:30 AM	<p>Healthcare Updates: Impact of the New Administration</p> <p>Speakers: <u>Julie Dime</u> Virginia Hospital & Healthcare Association (VHHA)</p>
11:30 AM - 12:00 PM	VAHRMM Business Meeting & Education Update
12:00 PM	Closing Remarks, Door Prize Drawing, & Adjourn

22nd Annual VAHRMM Charity Golf Tournament



When

October 11, 2017 - October 13, 2017

9AM shotgun start

Where

Westin Virginia Beach Town Center
4535 Commerce Street
Virginia Beach, Virginia 23462

Registration

www.vahrmm.net

Please join us for VAHRMM's 22nd annual charity golf tournament to be held in conjunction with our annual fall conference. We are returning to the beautiful **Riverfront Golf Club** in Suffolk for another great event where all proceeds go to benefit the **Foodbank of Southeastern Virginia**. This captain's choice tournament will begin with a shotgun start promptly at 9:00AM. Registration options include signing up as an individual player, a pair of players can register as a twosome, or sign up an entire team of four with the added benefit of a hole sponsorship. Hole sponsorships are also available for individual purchase. Prizes will be awarded for 1st through 3rd place so don't miss this opportunity to participate in a fun day of golf with old and new friends.