



HOW TO REDUCE VENDOR TRAYS

VENDOR MANAGEMENT EXPERT

 **BEYOND
CLEAN**



Jeff Wertz | Chief Commercial Officer
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Beyond Clean Vendor Management Expert:

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If you feel like you have become a storage facility, you're probably right.

And I get it's challenging. Unless you have the strictest closed-loop system where every tray is scanned to a case and back through every step or to a shelf, it's very easy for a rep to remove a tray for another facility. Then, they throw it back into your decontam during your busiest hours without anyone noticing.

But that won't change until you begin to do something about it. Is it better to wait until you have to pay upwards of \$30k for an instrument set because you can't prove your process?

Rome was not built in a day, and you must start somewhere. Counting is the best place to start: How many vendor trays do you have? How many are actually consigned? Parked? Most facilities have a really difficult time getting to these numbers.

Then, dig into which are turning, and which aren't. How many additional are coming in as loaners? What surgeons are requiring more trays and for which procedures?

Identifying just a few of these metrics are the building blocks to real conversations with clinical teams and surgeons who are critical to begin driving any change. The reps aren't going to proactively remove them for you.

At a baseline, to begin reducing the number of sets, establish some baseline metrics for consignment:

- Minimum number of times loaned prior to consignment
- Maximum idle time

These strategies shouldn't just apply to vendor trays. Cleansing your own sets from time to time and off-loading them to the market can fetch a pretty penny. For a department often starving for funds, that could pay for that new machine, or perhaps a better software solution that brings this information directly to you? Just some ideas..

Have more vendor management questions? Contact Jeff at: jwertz@surgio.com

Beyond Clean Vendor Management Expert Biography:

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Jeff has 10 years of healthcare experience developing, implementing, and selling technology to hospitals, ASC's, and private practices throughout the country. He currently serves as Chief Commercial Officer at Surgio Health where he partners with health systems to design and deliver innovative modern technology and data to improve surgical logistics. Jeff spent his early years as a medical device representative supporting surgeons and hospitals in orthopedic trauma and extremities procedures. He is passionate about drawing on this past experience to apply novel technology solutions that better address and inform the needs of each stakeholder.

For more information about improving vendor management in your facility, contact Jeff at jwertz@surgio.com

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