



SET UP FOR SUCCESS

Part 2

HEALTHCARE STORAGE EXPERT



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Dustin Patterson | Regional Sales Manager
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Beyond Clean Healthcare Storage Expert™:

SET UP FOR SUCCESS - PART 2

Dustin Patterson | Regional Sales Manager, LogiQuip LLC.

Last month we discussed a few steps you can take to set up your project for sustainable change, which included creating a core team and creating and documenting clear, concise, and measurable goals. This month we will continue to discuss how to set your project up for success, starting with a “Premortem” exercise.

Conduct a “Premortem”. One of the reasons that projects fail is that people are hesitant to speak up. While you think you’ve got all the information, you may not. The “Premortem” process requires taking your team through the exercise of imagining your project has failed and working backward to identify the reasons for failure. This will help to identify threats so that you can prevent them from happening.

Develop a project plan. Create a plan and timeline that supports your goals. As you work through the tasks that need to be done, you can prioritize your work and get an idea of how long the project will take. This plan is a living document that will change as you progress.

Gain Leadership Buy-In. Present your leaders with the issue(s), how you plan to solve them, the goals that you have set, and how it benefits them. In addition, ask a member of your leadership team to be a part of your core team and/or to sponsor your project. By having the backing of leadership, you are more likely to get the resources you need to drive your project toward success.

Stay tuned for the next two posts where we will discuss tips and tricks for implementing and maintaining the changes.

Have more healthcare storage questions? Contact Dustin at: dustin.patterson@logiquip.net

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Dustin Patterson is currently the Mid-West Regional Sales Manager with Logiquip Healthcare Storage Solutions, a leading provider of high-quality, future focused storage systems designed exclusively for use in the healthcare environment. Logiquip is based out of Kalamazoo, MI and has served healthcare organizations across the US for 30 years. Dustin brings over 12 years of experience in space planning and healthcare storage. He has acted on behalf of LogiQuip as the vendor liaison to the AHRMM Wisconsin Chapter, a leading membership group for healthcare supply chain professionals. Working closely with many hospitals and surgery centers, Dustin has developed tailored solutions using a mix of best practices, Lean principles, and industry-leading storage equipment. He has also worked with many Sterile Processing Departments to maximize storage spaces, balancing trade-offs between high-capacity storage layouts and workflow efficiencies.

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