



# AI AND VENDOR MANAGEMENT?

VENDOR MANAGEMENT EXPERT

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Jeff Wertz | President Surgio Health





*Beyond Clean Vendor Management Expert™:*

# AI & VENDOR MANAGEMENT?

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Advancements in Artificial Intelligence (AI), Machine Learning (ML), etc. are transforming the healthcare industry, and medical device delivery is an area ripe for improvement. However, AI is not a wand one can wave to magically address every challenge. The advances we see today are based on years of careful data collection and analysis.

Looking at vendor management, the lack of effectively tracked and codified data is a significant challenge. Tyranny of the urgent and reactive responses of manufacturers have kicked the can down the road and allowed the process to continue unstructured. Hence, the continued reliance on the rep in the field – and why the “rep-less” model has yet to materialize at scale.

Predictive analytics require a large subset of reliable data to be effective, and legacy systems have not operated in a way that generates such data. Most departments lack the time and knowledge to achieve good data input, making it even more challenging to leverage the latest technologies.

The solution to these challenges requires working together. Innovative providers and suppliers must align their incentives to eliminate silos of information/communication and foster cooperation to everyone’s benefit. Technology must be implemented to begin to provide structure and organize the complex process of medical device delivery.

To unlock the potential for AI/ML, there must be some alignment between stakeholders to agree on leveraging technology to provide some structure to physical process and data collection. Organizations with this vision and fortitude to work through the evolution stand to gain significant technical advantages to increase efficiencies and patient safety.

Have more vendor management questions? Contact Jeff at: [jwertz@surgio.com](mailto: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 the President 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](mailto:jwertz@surgio.com)

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