



KAHRMM

Kansas Association for Healthcare
Resource & Materials Management

KAHRMM Newsletter January 2021

President's Message – 2021 ... A New Year ... We Hope!

The New Year has started; and so far, not much has changed, at least from my perspective. I am forever the glass half full person and will hold out hope things will get back to normal, or at least as normal as we can hope. I had my first vaccine and the second one coming next week and I still haven't grown any weird appendages or suffered any side effects.

Board meetings will resume this month, both KAHRMM and CPE. We will begin planning for the future and hope that we will soon get back to that later in the year. If you have any education suggestions, please contact Lisa, Tammy or myself with your suggestions.

My hope for everyone is that you stay safe, well, and ready to get back to normal as soon as we can.
--Mike Morgan

Farewell 2020

I was visiting relatives in Kansas City a few weeks back and met a man wearing a tee-shirt bidding "Farewell to 2020." A popular sentiment, no doubt. Printed on his shirt was this review of the year . "2020 ★☆☆☆☆ Very bad. Would not visit again" When asked what the one star represented, the gentlemen replied without hesitation, "The Chiefs winning the Super Bowl." Many football fans in Kansas and Missouri, including me, would certainly agree with his assessment. Just guessing here, but San Francisco fans must be wearing t-shirts with 0 out of 5 stars.

It seemed like a pretty good start to 2020 with 70-degree weather by early Feb 2, and our home team's first championship in 50 years. Then just 37 days later on March 11, the World Health Organization declared a worldwide pandemic drastically changing all of our lives. Who could have guessed 2020 would turn out to be the most enduring and challenging year most of us have ever experienced? The COVID-19 pandemic has certainly provided unprecedented challenges for everyone working in the health care field. As supply chain leaders, I would venture to guess even the most experienced have never worked so desperately for so long to keep shelves stocked with basic PPE supplies. In fact, Health Industries Distributor Associates President Matthew Roan estimated "At the height of the Pandemic, some hospitals were using 1700 percent more equipment than usual." No doubt, you have all sat long hours in front of your computer screens, searching your contacts for any resources you could find, while vetting grey market product for viability.

With 2020 now behind us and COVID-19 vaccines being administered, we can look back and see more clearly some of the unanticipated challenges and causes that have wreaked havoc to the established commercial supply chain for medical products. Roan suggests the supply chain itself remains strong, but it is only effective if there are supplies to move. He attributes three primary areas as the cause of these challenges "... as the pandemic began, factories in China, where much of the world's PPE is made, were shut down for close to three months, this has highlighted our reliance on manufacturers concentrated in one geography. The pandemic also brought on non-traditional customers for PPE such as state governments, charities, and businesses like grocery store chains and airlines that needed PPE. As the positive cases grew, all of these entities began to compete for what supplies were available, and new fly-by-night brokers entered the marketplace ... to be clear the broker market is not part of the supply chain."

If you have any doubt about this, I recommend watching the *60 Minutes* piece about Blue Flame Medical by Lesley Stahl that ran on Dec. 6, 2020. This, accompanied by your personal experience, should give us pause.

Though opinions vary about solutions to build a stronger system for the future, it seems evident in looking forward, there are some small but significant steps that can be taken to improve your hospital's opportunities of acquiring needed supplies. I would suggest, the strength of your regional supply chain resilience may very well rest in strong network and distribution partnerships. At the very least, this is one area we can directly impact. Hospital networks, when used effectively, can greatly enhance communication between member hospitals in identifying common needs and alternative solutions to shared concerns. They can also bring unified objectives to your common distribution partner to develop strategic solutions collaboratively.

Networks offer potential benefits in a variety of areas. With product availability based on a predetermined historical usage, and with Critical Access Hospitals lacking high volumes, a network's support of standardization efforts enhances volume on key products with a manufacturer. Hospital networks typically use a common distribution partner allowing for shared allocation where the network service and support teams can help facilitate the flow of hard-to-find products, directing it equitably to the heaviest area of need within the region. Another benefit provided by a strong network and distribution partnership can be the acquisition of bulk product. As has become evident during this pandemic, many manufactures are requiring PPE to be purchased in large volumes or with cash already on hand as noted by Dr. M. Ranney, emergency room physician and professor at Brown University. Strong network/distributor partnerships can help facilitate this type of purchase, breaking down the product to lower units of measure; thereby, reducing the financial commitment for the individual hospitals.

We have learned more about the weaknesses and strengths in the medical supply chain world than we have in recent years. One thing is for certain: You, as supply chain leaders, are a foundational asset to your community hospital and key to a successful partnership. Whether it is a resurgence of this pandemic or helping to build a stronger regional supply chain for the future, your resilience, dedication and teamwork are greatly appreciated!! I believe I can confidently speak for everyone when I say THANK YOU!

It's Time to Renew Your KAHRMM Membership

It's that time of year again – time to renew your [KAHRMM membership](#). This last year has flown by! Membership renewal gives us the opportunity to share experiences and ideas, as well as look forward to getting together at CPE on Oct 14-15. The KAHRMM Board voted earlier in the fall to extend 2020 membership renewals paid before Sept 30, 2020, to 2021, as the pandemic restricted our educational opportunities. If you didn't receive an email from me in early December notifying you that 2021 your membership dues were satisfied, we invite you to take a few moments to complete the renewal form attached to this newsletter and submit it to Chrissy Fink, KAHRMM Treasurer, Salina Regional Health Center, 400 S. Santa Fe, P.O. Box 5080, Salina, KS 67402-5080. We ask that your accounting staff send the form and payment to the NEW address on the form. We appreciate your continued membership, and we look forward to seeing you later this year!

--Lori Knoeber

AHRMM Update

The information included in this article was obtained from [AHRMM's website](#).

[AHRMM20+ Cost, Quality and Outcomes \(CQO\) Summit White Paper](#)

CQO: Building a More Resilient Health Care Supply Chain describes lessons learned by health care supply chain professionals during COVID-19, best practices to address supply shortages and other challenges, and steps health care leaders are taking to strengthen supply chain resiliency moving forward.

KHA Update

KHA Statement on COVID Relief Package and Government Funding Bill

The Kansas Hospital Association appreciates the continued support from Congress as the COVID-19 pandemic enters its second year. This legislation is welcome news for patients, families and hospitals providing essential services to Kansas communities. See the full [media release](#) published by KHA on Dec. 30, 2020.

New Assets Available on StoptheSpreadKansas.org

The Kansas Hospital Association, Kansas Medical Society, Kansas Chamber and Kansas Farm Bureau are continuing to produce and distribute additional public awareness assets to help stop the spread of COVID-19 in Kansas. See the [full media release](#) published by KHA on Dec. 17, 2020.

KHA encourages member participation. To stay up-to-date on hot topics in health care, visit their website at www.kha-net.org.

KAHRMM Calendar of Events

Jan. 27 – 10 a.m. and Jan. 27 – 12 p.m.

AHRMM Value Analysis 101: Stepping into Health Care Value Analysis
(Virtual Instructor-Led Training)

Jan. 27 – 1 p.m. and Jan. 28 – 3 p.m.

AHRMM Value Analysis 201: Advanced Concepts in Value Analysis
(Virtual Instructor-Led Training)

Virtual, On-Demand Now through June 2021

AHRMM20+ Virtual Attendees

Aug. 8-11, 2021

AHRMM21 Conference & Exhibition
Boston, MA

Sept. 9-10, 2021

KHA Annual Convention & Trade Show
Overland Park

Oct. 3-9, 2021

National Health Care Supply Chain Week

Oct. 14-15, 2021

Central Plains Expo
[DoubleTree by Hilton Hotel Wichita](#)
Wichita

The KAHRMM Bulletin Board

Message from AHRMM: "After speaking and consulting with the AHRMM Chapter Relations Committee, we at AHRMM have made the decision to WAIVE CHAPTER RECOGNITION WORKBOOKS FOR THE 2021 YEAR. We realize that this past year has been extraordinary and this coming year looks to be no different. We hope this gives you the time to focus your attention where it's needed most."

AHRMM: [AHRMM20+ Conference & Exhibition](#) is now available on demand. For additional information, please see [AHRMM's website](#).

KAHRMM Membership: The KAHRMM Board has elected to extend your membership into the year of 2021 if you have paid your 2020 membership or pay them before the end of 2020. The new amount for dues are \$50.00 and \$75.00 after Sept. 30. Please see the [2021 KAHRMM Membership Form](#) on [KAHRMM's website](#).

CENTRAL PLAINS EXPO: The committee is looking toward the future and has scheduled the [Central Plains Expo](#) for October 14-15, 2021, at the [DoubleTree by Hilton Hotel Wichita Airport](#). Please mark your calendar. We look forward to seeing you there.

AHRMM MEMBERSHIP: Consider becoming an [AHRMM member](#) for access to abundant information and resources. Explore [AHRMM's website](#).

AHRMM Update on COVID-19: For up-to-date information coming from AHRMM and AHA concerning the COVID-19, visit www.ahrmm.org/ahrmm-covid-19. If you have updates from your Supply Chain you would like to share with your KAHRMM peers, please send them to [Cindy Howard Reeves](#).

PLEASE VISIT the [KAHRMM WEBSITE](#).

KAHRMM Board of Directors

[Mike Morgan](#), CMRP, President, McPherson, (620) 241-2251

[Lori Knoeber](#), CMRP, President-Elect, Salina, (785) 452-7497

[Craig Rohleder](#), Immediate Past President, Hays, (785) 623-5838

[Teresa McHenry](#), Secretary, NW Representative, Ellsworth, (785) 472-3111

[Chrissy Fink](#), RN, CMRP, Treasure, SC Representative, Salina, (785) 452-7949

[Lisa Feil-Neavitt](#), NE Representative, Atchison, (913) 360-5555

[Tammy Jackson-Noland](#), NC Representative, Parsons, (620) 820-5362

[Mick Pond](#), SE Representative, Neodesha, (620) 325-8367

[Pat Tabor](#), FAHRMM, FACHE, SW Representative, Lawrence, (785) 505-6131

[Larry Wenthe](#), Vendor Representative, Tescott, (785) 392-7644

Ambassador: [Cindy Howard-Reeves](#), Ulysses

Advisory Council

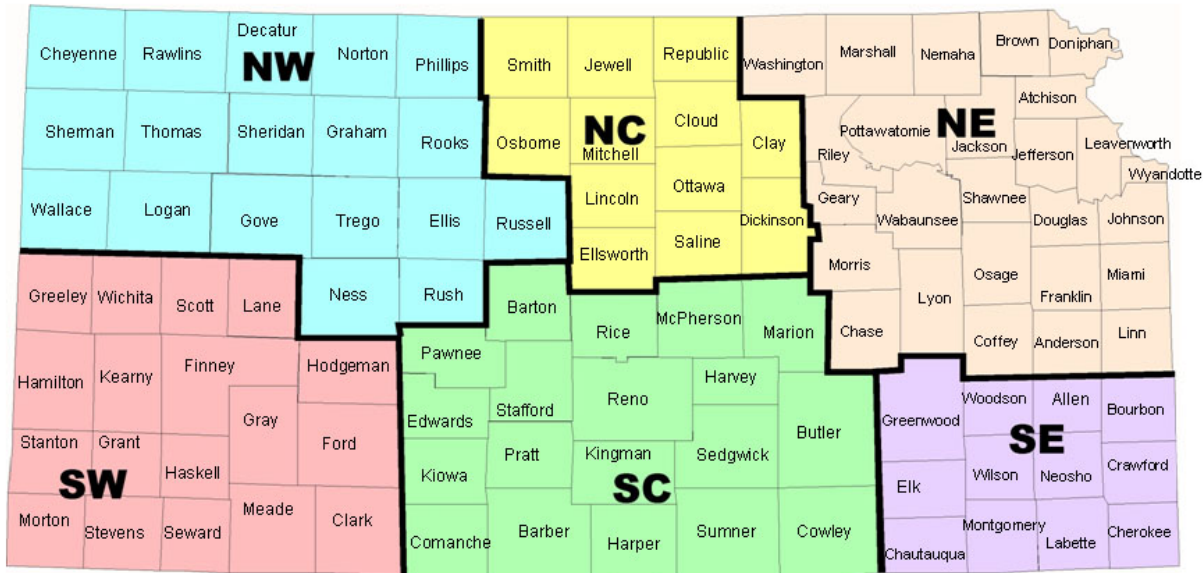
- [Rebecca Flora](#), Phillipsburg;
- [Randy Lott](#), Salina;
- [Dale Montgomery](#), FAHRMM, Hays;
- [Corey Schmidt](#), CMRP, Shawnee; and
- [Cindy Howard-Reeves](#), Ulysses

KHA Liaison: [Bruce Frerking](#), Overland Park

Committees

- **Central Plains Expo:** [Mike Morgan](#) and [Randy Lott](#)
- **Chapter Affiliation:** [Cindy Howard-Reeves](#)
- **Finance:** [Chrissy Fink](#) and [Mike Morgan](#)
- **Golf:** [Randy Lott](#) and [Dale Montgomery](#)
- **Marketing:** [Mick Pond](#)
- **Membership:** [Lori Knoeber](#)
- **Newsletter:** [Cindy Howard-Reeves](#)
- **Program and Continuing Education:** [Lisa Feil-Noland](#)
- **Scholarship:** [Chrissy Fink](#), [Mike Morgan](#) and [Lisa Feil-Noland](#)
- **Special Olympics:** [Dale Montgomery](#) and [Randy Lott](#)

KHA DISTRICT MAP



KAHRMM Code of Ethics

- Consider first, the interests of our hospitals in all transactions and to carry out and believe in its established policies.
- Buy without prejudice, seeking to obtain the maximum ultimate value for each dollar of expenditure so the patient may receive the best care possible at as low a cost as possible.
- Be receptive to competent counsel from our colleagues and to be guided by such counsel without impairing the dignity and responsibility of that office.
- Respect our obligations and to require that obligations to us and to our hospitals be respected, consistent with good business practice.
- Subscribe to and work for honest truth in buying and selling, and to denounce all forms and manifestations of commercial bribery.
- Decline personal gifts or gratuities that might in any way influence the purchase of materials.
- Avoid sharp practice.
- Give a prompt and courteous reception, as conditions permit, to all who call on a legitimate business mission.

KAHRMM Code of Ethics

- Consider first, the interests of our hospitals in all transactions and to carry out and believe in its established policies.
- Buy without prejudice, seeking to obtain the maximum ultimate value for each dollar of expenditure so the patient may receive the best care possible at as low a cost as possible.
- Be receptive to competent counsel from our colleagues and to be guided by such counsel without impairing the dignity and responsibility of that office.
- Respect our obligations and to require that obligations to us and to our hospitals be respected, consistent with good business practice.
- Subscribe to and work for honest truth in buying and selling, and to denounce all forms and manifestations of commercial bribery.
- Decline personal gifts or gratuities that might in any way influence the purchase of materials.
- Avoid sharp practice.

- Give a prompt and courteous reception, as conditions permit, to all who call on a legitimate business mission.

KAHRMM

Kansas Association for Healthcare
Resource & Materials Management

Allied with the Kansas Hospital Association



2021 Membership Form

Active, voting memberships are available to persons professionally engaged in health care purchasing, resource or materials management; group purchasing organizations; as well as medical manufacturers, vendors or distributors. Membership may also be obtained by those professionals in other healthcare related settings not mentioned.

I hereby apply for membership in KAHRMM and/or AHRMM and certify that I meet the membership requirements.

Name (please print): _____ Title: _____

Employer Name: _____

Address: _____

City: _____ State: _____ Zip: _____ County: _____

Phone: Work _____ Cell _____ Home _____

Email: _____

Signature: _____ Date: _____

Hospital Employee _____

Healthcare Supplier _____

KAHRMM / AHRMM One-check option: AHRMM membership is not required for KAHRMM membership. As a service to our membership, KAHRMM will coordinate your AHRMM membership renewal payment. Select your KAHRMM and AHRMM membership options below, and send one check to KAHRMM for the total amount. **When your AHRMM membership is due to renew, send your AHRMM membership renewal notice / invoice to the AHRMM Treasurer and your AHRMM dues will be paid.**

KAHRMM \$50 _____ After Sept 30th \$75 _____ New or Renewal Member (please circle)

Note: Due to the initial AHRMM membership questionnaire, new AHRMM applicants are encouraged to join on-line at the AHRMM website (www.AHRMM.org). After your first year of AHRMM membership is complete, use the One-check option to renew your AHRMM membership.

AHRMM Renewal Membership Categories (Select one category - see AHRMM website for membership category descriptions)

Supply Chain Provider _____ \$165.00 Affiliate / Supplier _____ \$240.00 Military _____ \$165.00

Supply Chain Executive _____ \$220.00 Young Professional Associate _____ \$135.00

Full-time Student _____ \$109.00 Retiree _____ \$109.00

CMRP Year Earned _____

AHRMM Fellow Year Earned _____

KAHRMM \$ _____

Renewal AHRMM \$ _____

Total Check Amount \$ _____

Make check payable to **KAHRMM** and mail to:

Chrissy Fink, RN, CMRP
Materials Management
Salina Regional Health Center
400 S Santa Fe
Salina KS 67401

Check # _____ Date Received _____

To renew with credit card, please contact Chrissy at cfink@srhc.com.