



# Engaging with Intermountain Healthcare

*Joe Walsh*  
*Supply Chain Organization*



# *Intermountain Overview*

- Headquartered in Salt Lake City: 34,000+ employees
- Created in 1975 when LDS Church donated its 15 hospitals and a secular nonprofit system was created

- Integrated system:

## Hospitals

- 22 hospitals
- 2,800 beds
- 37% of Utah hospitals, 43% of beds, 57% of discharges

## Insurance

(1983)

- SelectHealth
- 500,000+ members
- ~25% of market - BCBS is largest in Utah.

## Providers

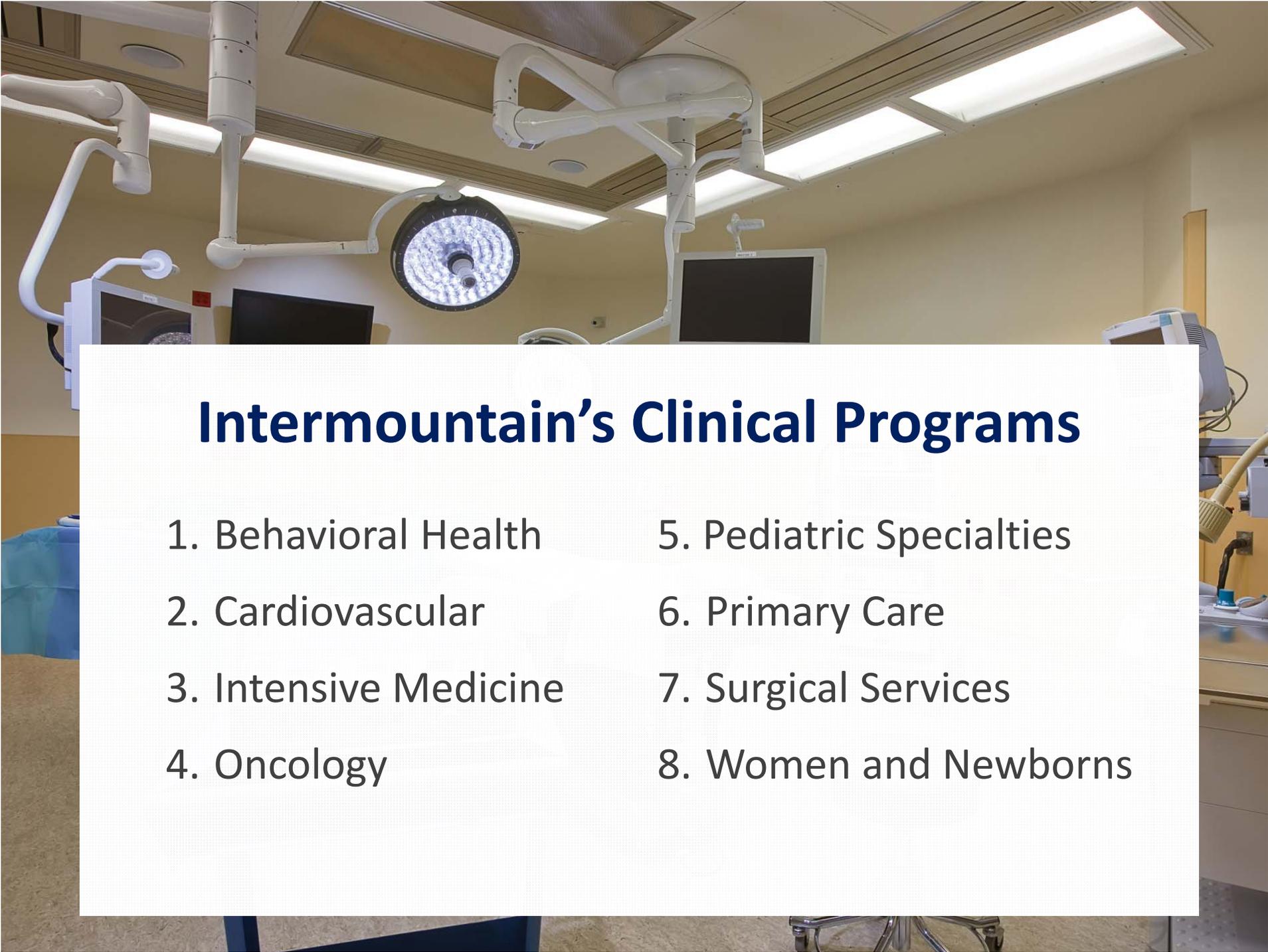
(1994)

- Medical Group
- 185 clinics
- 1,100 employed physicians
- 4,000 affiliated physicians

# *Integrated system: Other entities*

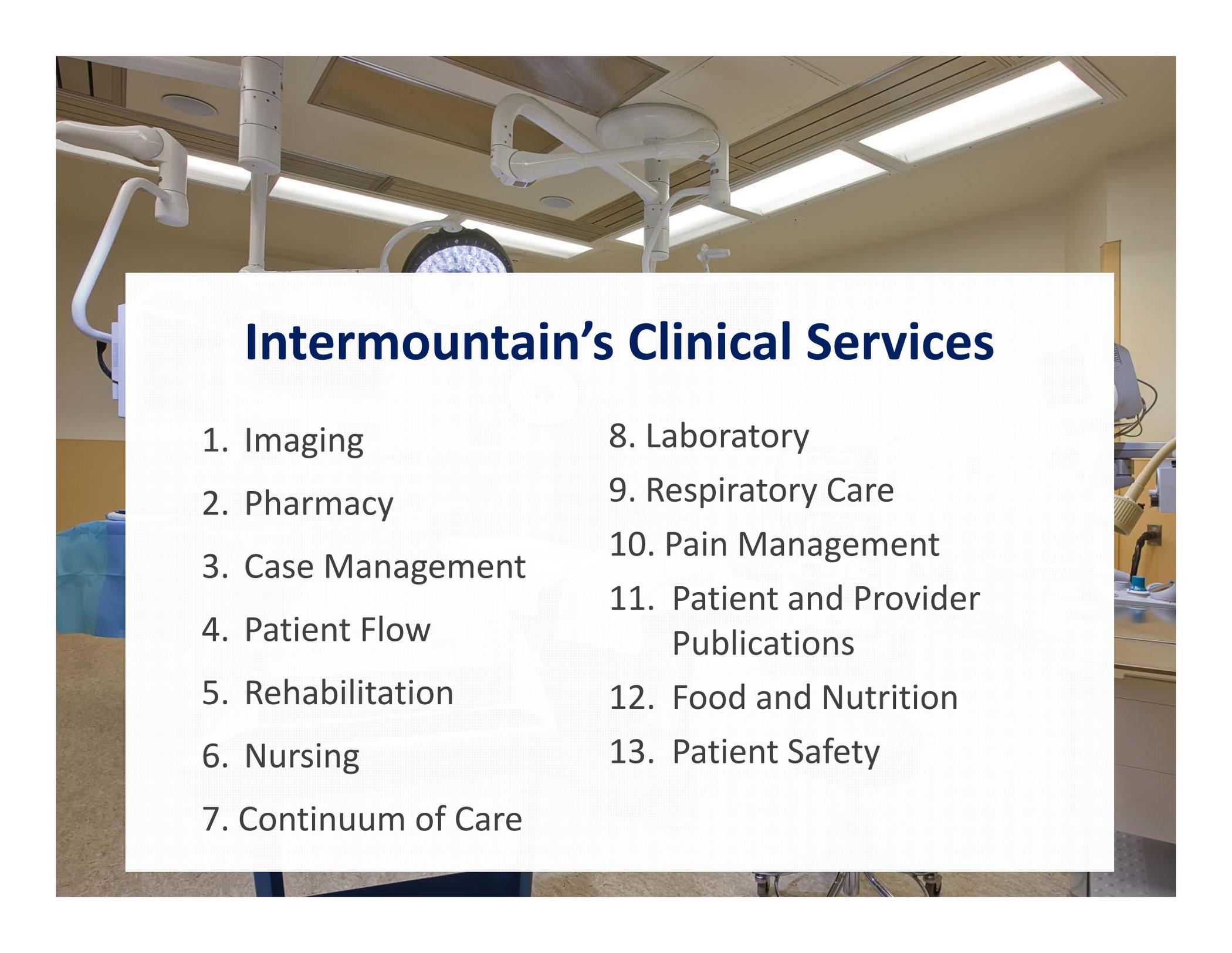
- Homecare
- Central Lab
- Genetics Institute
- Community Benefit Department
- Rehabilitation services
- Senior services

- InstaCare, KidsCare, WorkMed
- Life Flight air medical transport and rescue service
- Pharmacy Services
- Psychiatric resources

A photograph of an operating room with surgical lights, monitors, and medical equipment. A white semi-transparent box is overlaid on the center of the image, containing text.

## Intermountain's Clinical Programs

1. Behavioral Health
2. Cardiovascular
3. Intensive Medicine
4. Oncology
5. Pediatric Specialties
6. Primary Care
7. Surgical Services
8. Women and Newborns

The background of the slide is a photograph of an operating room. It shows several large, white, adjustable surgical lamps hanging from the ceiling. The ceiling has recessed lighting panels. In the foreground, a portion of a patient's body is visible, covered in a blue sterile drape. The overall scene is brightly lit and clinical.

## **Intermountain's Clinical Services**

1. Imaging
2. Pharmacy
3. Case Management
4. Patient Flow
5. Rehabilitation
6. Nursing
7. Continuum of Care
8. Laboratory
9. Respiratory Care
10. Pain Management
11. Patient and Provider Publications
12. Food and Nutrition
13. Patient Safety

# *Suppliers Are Critical to our Success*

- **We consider suppliers to be an extension of our team**
- **We engage suppliers for three distinct reasons**
  - Category reviews (published sourcing calendar)
  - Solutions to address specific problems or opportunities
    - Software to improve labor productivity
    - Cleaning solution to dramatically reduce infection rates
  - Unique solutions and breakthrough innovations
    - Apple iPads
    - Sotera remote monitoring
- **Prospective suppliers are encouraged to**
  - Provide us with solutions – not vend us widgets
  - Understand our business
  - Connect with us on Mazree...and then collaborate with us on Mazree



overview 





# Product Overview



About Mazree & Vision



# Key **Problem Statement**

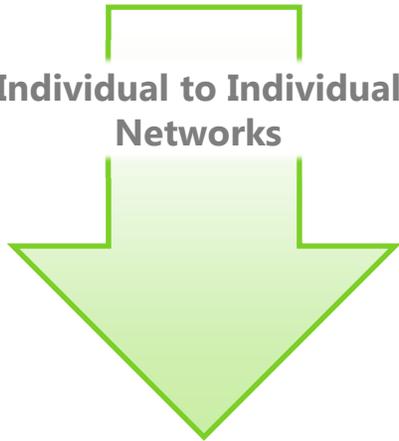
Companies need to be able to work more collaboratively and interactively with each other to both reduce costs and improve efficiencies.

However, there are **no systems available** that electronically enable businesses to connect, stay-up-to-date, and collaborate with each other.



# Existing Solutions

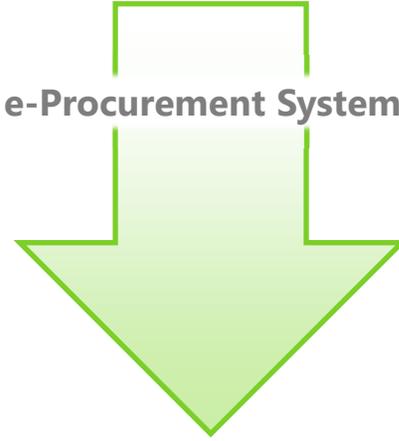
Individual to Individual  
Networks



Transactional Systems



e-Procurement Systems



Customer Relationship  
Management (CRM)



# What is Mazree?

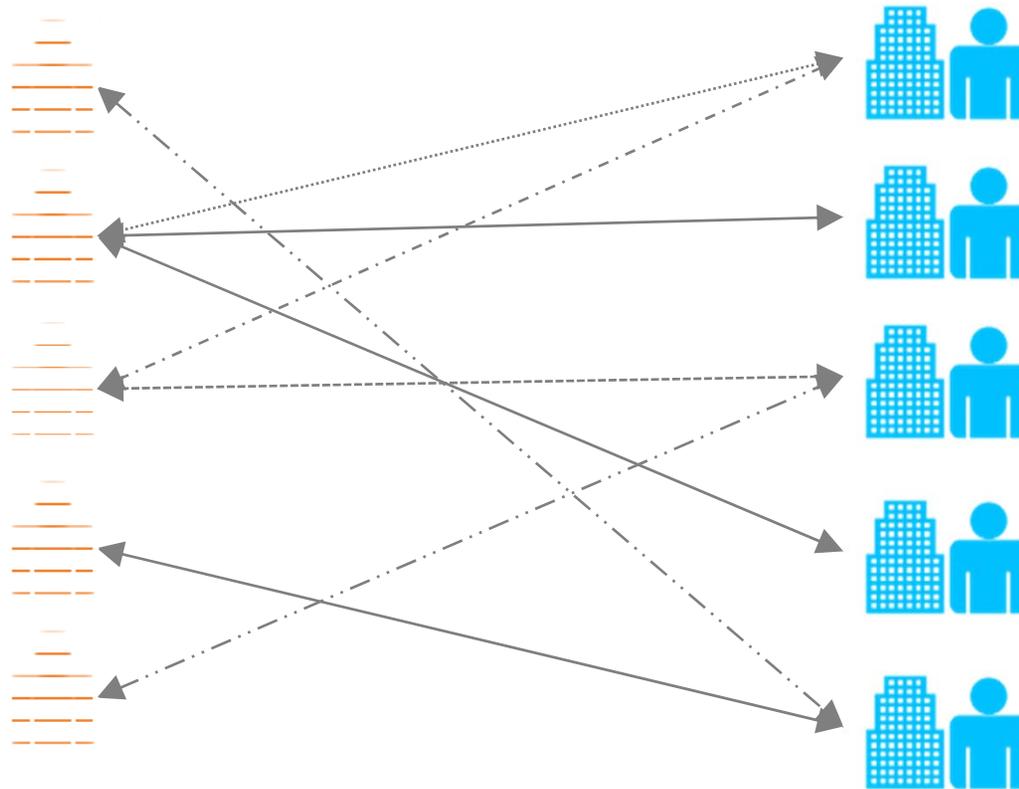


**Mazree** is an online network that enables businesses to more effectively **connect, collaborate,** and **manage** their customer and supplier relationships.



## Current state of the buyer-supplier relationships

Buyers



Suppliers





Mazree enables companies to **consistently** and **more effectively** manage customer, supplier and peer relationships.



# Key Benefits



## KEEP CONTACT INFORMATION UP-TO-DATE

- No more** need to exchange business cards
- No more** outdated databases of contact information

## EASILY COMMUNICATE TO A LARGE BASE OF CUSTOMERS/SUPPLIERS

- In one simple post, easily get content to all of your suppliers or customers
- Don't worry** about having all the right e-mail addresses
- Don't worry** about the size of attachments

## STAY UP-TO-DATE WITH YOUR SUPPLIERS AND CUSTOMERS

- Quickly see** what your suppliers/customers want you to know

## FIND THE SALES REP OR BUYER YOU ARE LOOKING FOR

- No more** calling Customer Service or 20 other people to finally find the right person
- Use Mazree's search to simply find who you are looking for

## TRACK INTERACTIONS AND ACTIVITY WITH YOUR SUPPLIERS AND CUSTOMERS

- Worry less** about losing key information when an employee leaves
- Track your customer/supplier activity using Mazree's Company Notes feature
- If an employee leaves, the history stays

## RATE AND REVIEW COMPANIES

- Not sure who to do business with? Rate and review your experience with companies
- Help guide others** to good decisions

# Notable Companies on Mazree



# Over 250 Utah Companies on Mazree





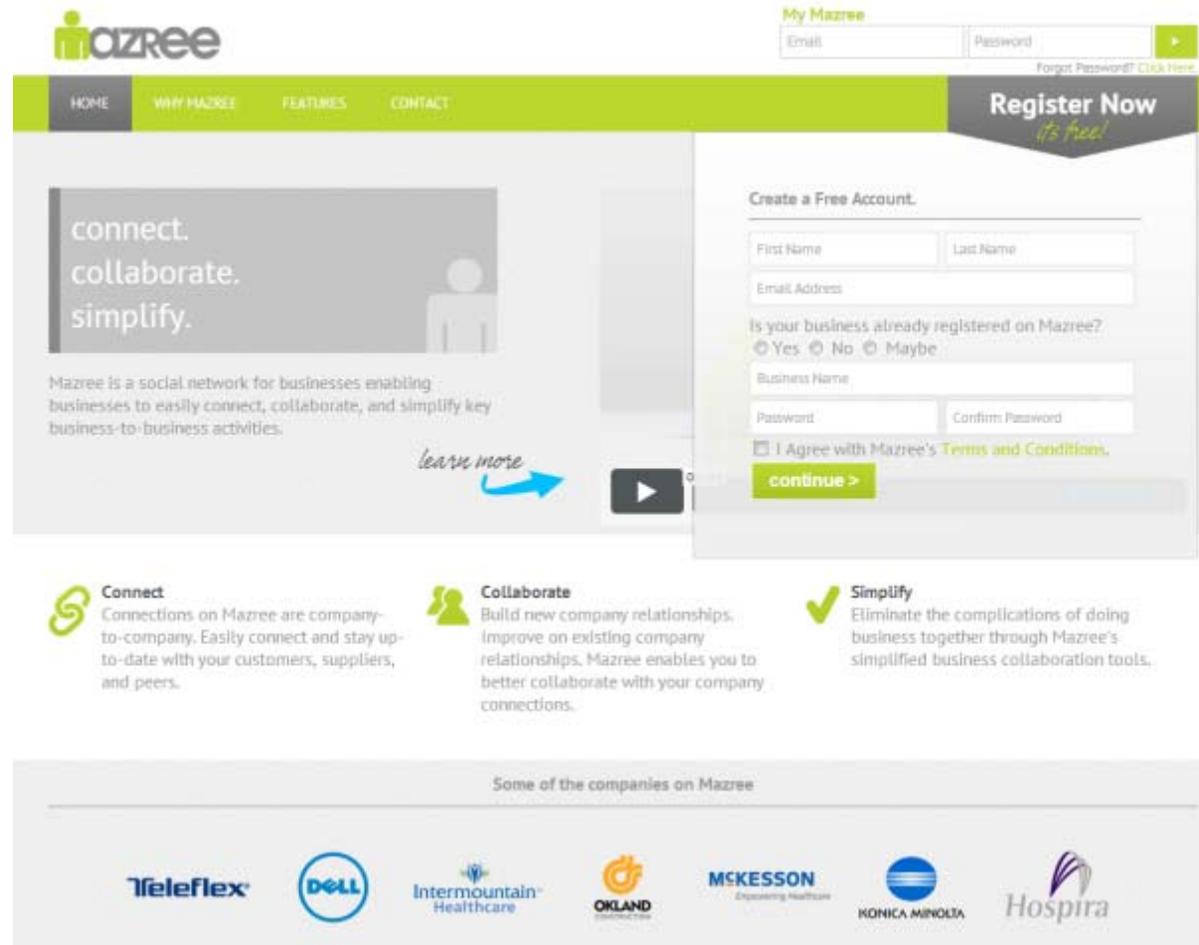
## **How to** Sign Up

It's just a couple simple steps 



# How to Sign Up

1. Go to [www.mazree.com](http://www.mazree.com)
2. Click on **Register Now**
3. **Follow** the 3 simple to register your company and user profile





**Questions...**

