Engaging with Intermountain Healthcare

Joe Walsh
Supply Chain Organization

Intermountain Healthcare
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:

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<td>• 22 hospitals</td>
<td>• SelectHealth</td>
<td>• Medical Group</td>
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<td>• 2,800 beds</td>
<td>• 500,000+ members</td>
<td>• 185 clinics</td>
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<td>• 37% of Utah hospitals, 43% of beds, 57% of discharges</td>
<td>• ~25% of market - BCBS is largest in Utah.</td>
<td>• 1,100 employed physicians</td>
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<td>• 4,000 affiliated physicians</td>
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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
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
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
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

**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

**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

**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

**STAY UP-TO-DATE WITH YOUR SUPPLIERS AND CUSTOMERS**
- Quickly see what your suppliers/customers want you to know

**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

2. Click on Register Now

3. Follow the 3 simple steps to register your company and user profile
Questions...