

Parkview Transforms Its Supply Chain with Elite™ Healthcare Solutions Turning Over \$17 Million of Annual Expenses into Revenue

SUCCESS STORY



About **Parkview Health**

Parkview Health is a not-for-profit, community-based health system that serves seven acute care hospitals across three states.

Additional services include the Samaritan Flight Program, Parkview Heart Institute, Parkview Ortho Hospital, a Certified Stroke Center, Women's & Children's Hospital, Outpatient Center, and Comprehensive Cancer Center.

The Challenge

Parkview was in need, just like most IDNs, for a significant change in its supply chain strategy and infrastructure. Led by Donna Van Vlerah, a 25-year veteran, Parkview embarked on a search initiative for a solution with a clear objective: "To transform Parkview's supply chain to deliver safe, high-quality, patient-centered service that seamlessly supports clinicians in the direct care of patients."

Parkview was using a MMIS system for purchasing and inventory control. The MMIS system had major capability gaps in providing proper inventory management, demand forecasting, system-directed functionality for warehouse operations and most importantly, it had no capability to provide visibility for the hospital's inventories across the IDN.

Van Vlerah's supply chain strategies included:

- Collaboration with suppliers to manage flow of goods and achieve cost reduction for Parkview's supplies.
- Deploy Parkview Health's Distribution Center (PDC) enabling centralized purchasing activities, consolidated receiving functions and enhanced distribution management practices across all of its hospitals and clinics with "Point-of-Use" technology.
- Automation and management of inventory at each Point-of-use to support clinical staff's on-going needs and facilitate just-in-time delivery.
- Global, real-time visibility across the hospitals' network, including "virtual inventory" for supplies used at clinics and nursing stations, with the ability to see and track what, where and when supplies are available or needed.

"I wanted to significantly drive down the level and cost of our inventory and improve support to our clinicians."

Donna Van Vlerah
SVP Supply & Support
Services, Parkview Health

The Solution

Following research for an enterprise SCM platform for its IDN, Parkview decided in favor of Tecsyst because it enabled a comprehensive virtual inventory management solution not only in the warehouse, but also in hospitals and clinics.

The Benefits

- Reduced/eliminated distributor fees, minimized distribution cost.
- Reduced manual work by 50%, reassigned manual workers to warehouse operations.
- Ability to reclaim over \$17 million of uncharged supplies to become billable items.
- In about a month from going live, Parkview had already felt the significant benefits of Tecsyst's supply chain execution solutions.
- With self-distribution, reduced/eliminated distributor fees, minimized distribution cost.
- Reduced non-catalog items by 8%.
- Incorporated demand forecasting to anticipate customer requirements.
- The ability to minimize obsolescence with a potential savings of over \$8 million per year.
- Right sized customer needs with the ability to provide low unit of measure.

"Tecsyst's Elite™
Healthcare solutions bring government and commercial best practices to your doorstep. It will revolutionize how business is conducted in the healthcare arena. The Return on Investment is solid. If you are looking for innovation to become a front-runner in the industry, then you should look at Tecsyst's Elite™ Healthcare portfolio of products. I did look and did not find anyone with the same depth and breadth of a superior supply chain platform as Tecsyst."

Donna Van Vlerah
SVP Supply & Support Services, Parkview Health



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“Tecsyes will enable Parkview to capture patient chargeable items and reduce cost. The potential gross revenue for expensed items per year could exceed \$17 million. In the past many of these items were simply not captured and shared with the finance area. With Tecsyes’ Elite™ Healthcare solutions we will turn these expenses into revenue.”



Donna Van Vlerah
SVP Supply & Support Services
Parkview Health

About **Tecsys**

Since our founding in 1983, so much has changed in supply chain technology. But one thing has remained consistent across industries, geographies and decades – by transforming their supply chains, good organizations can become great.

Our solutions and services create clarity from operational complexity with end-to-end supply chain visibility. Our customers reduce operating costs, improve customer service and uncover optimization opportunities.

We believe that visionary organizations should have the opportunity to thrive. And they should not have to sacrifice their core values and principles as they grow. Our approach to supply chain transformation enables growing organizations to realize their aspirations.



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