

HSCN Professional Development Programs

HSCN National Healthcare
Supply Chain Conference
May 9, 2011



HSCN Mission

To establish and promote Canadian healthcare supply chain standards and leading practices

To provide executional support for all healthcare stakeholders that result in improved effectiveness and efficiency, improved patient outcomes and greater alignment between supply chain partners

Key Priorities include:

- Leading practices
- Network of experts
- **Education Programs**



Strategic Sourcing Training Program

Objectives

- To provide procurement professionals in healthcare organizations with the skills and competencies to implement supply chain leading practices and to manage public sector sourcing activities
- To be foundational to overall supply chain management education program being developed by HSCN
- To align with provincial initiatives and legislation, such as the Ontario Broader Public Sector Procurement Directive
- To leverage the knowledge of a broad range of Subject Matter Experts in the industry

Strategic Sourcing Training Program: Scope

2 Components to the Program

1. Strategic Sourcing overview

- Imparts technical skills through a structured approach to strategic sourcing
- Delivered through e-learning modules

2. Interpersonal Skills Workshop

- Supports strategic sourcing skills learned in the e-Learning modules by enhancing interpersonal and relationship management skills
- Provides an understanding of communication styles as well as insights into how to influence others
- Delivered in person by a skilled facilitator

Strategic Sourcing Training Program: Outcomes

Launched program in October 2010 following a successful pilot

Second session started January 2011

75 healthcare practitioners received basic certificates for completing the technical skills course

43 people received advanced certificates for completing technical skills plus attending the Interpersonal Skills workshop

Feedback has continued to be excellent

Next steps are very exciting



Masters Certificate in Healthcare Supply Chain Management

Jointly developed by the Schulich Executive Education Centre and HSCN

Unique and innovative program

- Interactive with a mix of presentations by healthcare leaders, videos, case studies and group exercises
- Hands-on projects will tackle real life case studies set in healthcare settings

Learning objectives:

- Understand and achieve excellence in healthcare supply chain through service quality and alignment with organizational goals
- Engage leading principles of Strategic Sourcing, Procurement and Demand Management for cost savings and service improvement
- Apply a lean operational focus to streamline new and existing processes through metrics, operational flows and information integration
- Exhibit excellence in personal leadership, project management, change management and communications to make a significant difference



Schulich
School of Business
York University
Executive Education Centre



Masters Certificate in Healthcare Supply Chain Management

MODULE 1 (October 19-21, 2011)

- Supply Chain Excellence in Healthcare
- Service Quality Through the Supply Chain
- Aligning Actions and Results with your Organizational Goals

MODULE 2 (Winter/Spring 2012)

- Sourcing as a Strategic Imperative
- Managing Supplier Relationships
- Effective Demand Management



Masters Certificate in Healthcare Supply Chain Management

MODULE 3 (Winter/Spring 2012)

- The Essentials of Lean Operations in Healthcare
- Managing Healthcare Distribution Operations
- Integrating Supply Chain Partners

MODULE 4 (Winter/Spring 2012)

- Pulling it all Together
- Effective Project Management
- Change Management & Communication
- Leadership in Health Sector Supply Chain



HSCN and the Ontario Institute of the Purchasing Management Association of Canada

- HSCN and OIPMAC are very pleased to announce we are working together to provide new healthcare supply chain education
- This new education will focus on delivering technical and operational skills to entry and mid-level healthcare supply chain practitioners
- It will include valuable hands-on tools and techniques for problem-solving and decision-making
- The practitioner will benefit from increased skills and knowledge in the areas of healthcare procurement and strategic sourcing
- This new education is intended to complement and extend existing OIPMAC professional education programs
- We're excited to be working together, and look forward to telling you more about it in the upcoming months...



Supply Chain Guideline and Procurement Directive Toolkit and Training

HSCN awarded funding by the Ministry of Finance to facilitate implementation of the Supply Chain Guideline and subsequently the Procurement Directive through development of tools and training

Training developed for organizations such as

- Hospitals
- Shared Services Organizations
- CCAC's

SCG Toolkit training

- 6 sessions in June 2010

Directive Toolkit training

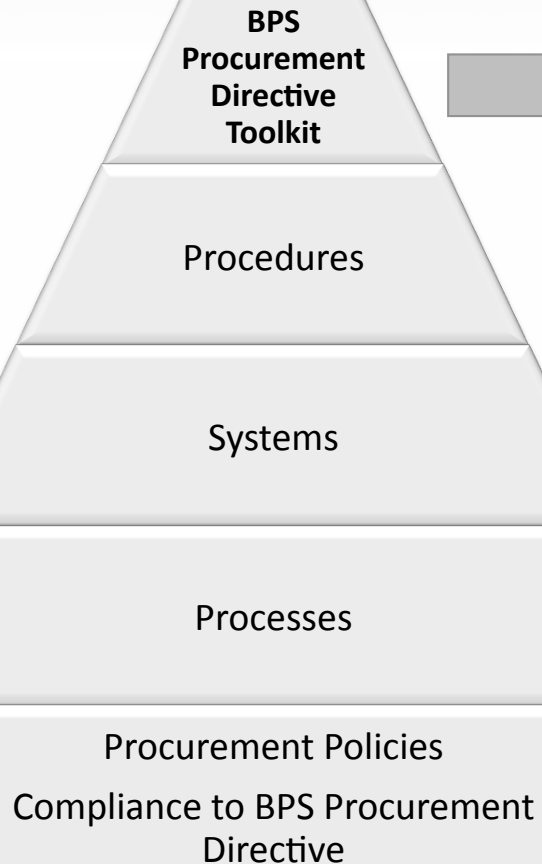
- 7 sessions in March 2011



Supply Chain Guideline and Procurement Directive Toolkit and Training



*Effective and Leading Practice
Procurement in your Organization*



BPS Procurement Directive Toolkit

- Workflows
- Process Checklists
- Process Maps
- Templates
- Guidelines
- Detailed Checklists
- Options

Information Seminar for Suppliers

HSCN held its first information seminar for suppliers on April 29

To provide an overview of the Broader Public Sector Accountability Act and Procurement Directive from a supplier's perspective

Learning objectives included:

- Explaining what compliance means for hospitals
- Reviewing tools that have been developed for hospitals
- Reviewing procurement processes and their implications for suppliers
- Focusing on aspects of particular interest to suppliers
 - Evaluation Process
 - Vendor Debriefing
 - Bid Dispute Resolution
 - Value Add Incentives