

# HSCN Professional Development Programs

HSCN National Healthcare  
Supply Chain Conference  
May 2012



# 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**



# HSCN and OIPMAC

- At last year's conference, HSCN and OIPMAC announced a collaborative initiative to offer a joint program in healthcare strategic sourcing
- The OIPMAC-HSCN **Healthcare Certificate in Strategic Sourcing** delivers leading practice tools that enhance the skills of healthcare professionals and, ultimately, deliver value to their organizations
- This program complements and extends existing OIPMAC professional education programs and is worth 15 continuous professional development maintenance credits
- We're excited to continue working together, and are exploring opportunities for further collaboration



# Healthcare Certificate in Strategic Sourcing

- We have now offered two sessions of the certificate program, and the feedback has been excellent
  - First session launched September 2011: 21 participants
  - Second session launched January 2012: 26 participants
- Participants were drawn from a variety of organizations
  - Hospitals and Community Care Access Centres
  - SSO's
  - GPO's
  - Supplier organizations
  - Miscellaneous
- Participants brought a wide variety of experience
  - New to healthcare
  - New to procurement
  - Seasoned healthcare strategic sourcing professionals

# Healthcare Certificate in Strategic Sourcing

- The program is designed to provide an overview of strategic sourcing in healthcare, and at a high level the syllabus includes:
  - The importance of analysis
  - Developing the strategy
  - Procurement documents: what to use, when
  - Preparing the competitive document
  - Bid Review and Award
  - Agreement documents: what to use, when
  - Contract Management
  - Supplier and Customer Relationship Management
  - Procurement Bits and Bytes
- A third session will begin September 18, and registration is now open
  - See details on the flyer in your bags

# Common Tendering and Contracting Template Training

- HSCN and Fasken Martineau collaborated to develop a training program for the Ontario Common Tendering and Contracting Templates and are co-facilitating the training sessions
- We have delivered four full day training sessions for hospitals and healthcare organizations to date. These include:
  - Toronto
  - Ottawa
  - Burlington
  - Chatham
- Two additional sessions are being offered as follows:
  - Supplier session in Burlington: May 22
  - Provider session in Toronto: May 23
- The provider sessions have been well attended and feedback has been positive

# Template Training Agenda

- The agenda for the training program includes:
  - Background and context
  - Treaty and Regulatory Framework
  - Legal Concept: Contract A and B
  - Procurement Workflow
    - Breakout session
  - Using the RFP Templates
  - Using the Agreement Templates
    - 2 Breakout sessions
  - Managing Risk and Conflict of Interest
- Further sessions are being planned, including a second supplier session for June (date and location TBD)