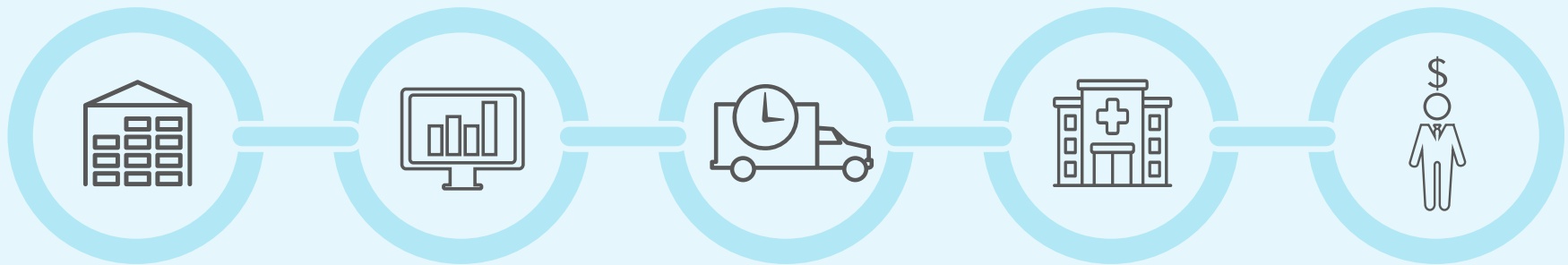


# Forging Stronger Links In Your Supply Chain



## MazikCare Care Supply

An end-to-end supply chain system that cuts costs, saves time, increases accuracy, and helps you prepare for any emergency.

# Inefficient Supply Chain Processes Hurt the Bottom Line

**51%**

*Improving the supply chain is a high priority for only 51% of HCOs<sup>1</sup>*

Healthcare supply chains were built on decades-old systems and inefficient manual processes. As the cost of supplies, environmental risks, and the demand for better value have grown, those processes have become increasingly unaffordable. Over 51% of healthcare organizations (HCOs) said improving the supply chain is a high priority.<sup>1</sup>

The pandemic exposed the many vulnerabilities in healthcare supply chains, from the lack of real-time insights into supply availability to inefficient tracking, ordering and materials management processes. To succeed in an era where supply costs are overtaking staffing costs, healthcare providers must have nimble, efficient, and automated supply chains. That's where CareSupply can save time and money, and ultimately improve patient care.



# Addressing the Broken Links in the Chain



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**95%**

*of large Independent Delivery Networks (IDN) say they want value-based supplies contracts.<sup>1</sup>*

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**99%**

*of hospital and health system leaders surveyed experienced challenges in supply procurement, including shortages of key items and significant price increases.<sup>2</sup>*



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**44%**

*of healthcare leaders say demand forecasting and predictive analytics tools are a top priority.<sup>3</sup>*

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**50%**

*of executives said more investment in inventory visibility across individual health systems was a priority.<sup>4</sup>*

Sources

<sup>1</sup><https://www.premierinc.com/newsroom/blog/five-predictions-for-the-2021-supply-chain>

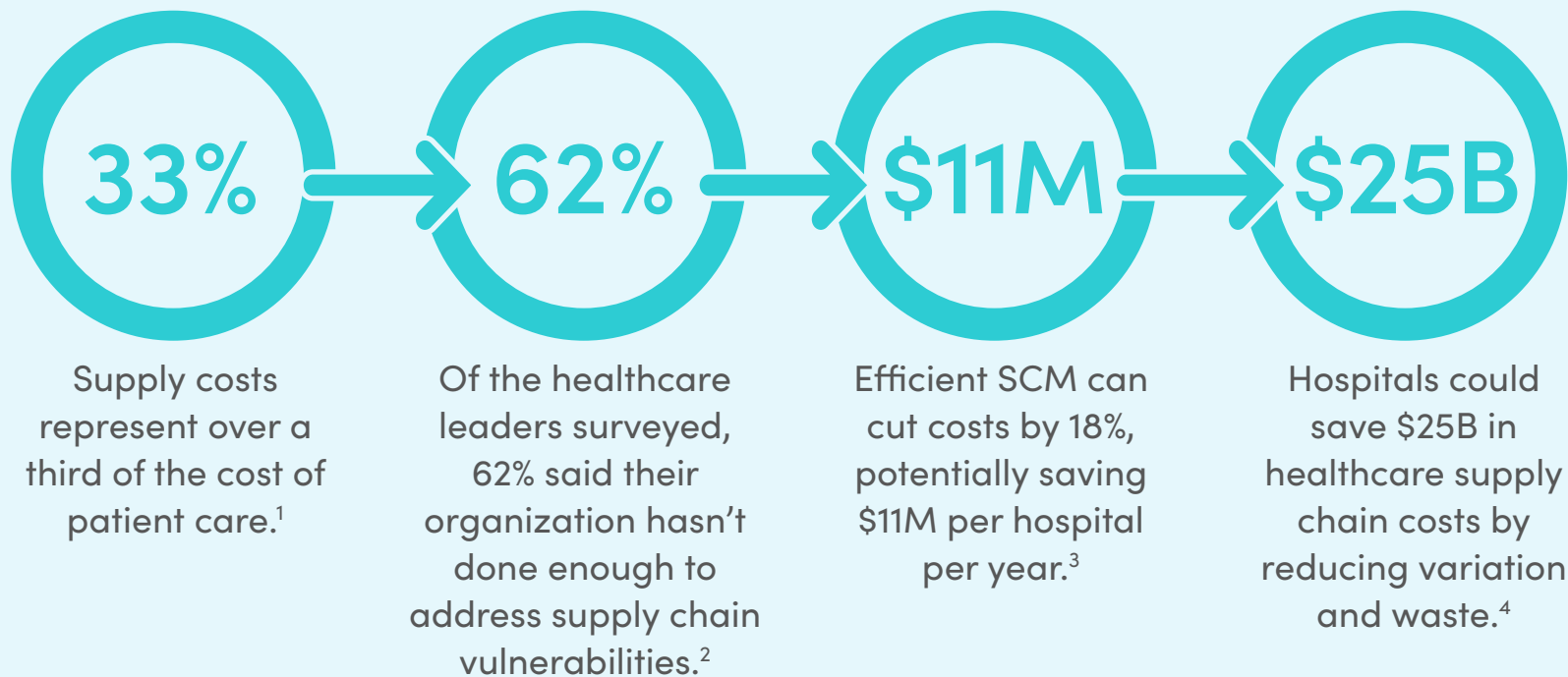
<sup>2</sup><https://www.kaufmanhall.com/sites/default/files/2021-10/kh-report-2021-state-of-healthcare-pi.pdf>

<sup>3</sup> "Supply Chain Insights Report," Syft, August 2021. Survey of 100 healthcare executives and supply chain managers.

<sup>4</sup><https://www.hfma.org/topics/hfm/2020/november/reimagining-the-healthcare-supply-chain-to-bolster-resilience-an.html>

Survey Source: Association for Healthcare Resource & Materials Management (AHRMM) webinar, June 2020.

# Improving Supply Chain Efficiency Pays Off



Sources:

<sup>1</sup><https://www.definitivehc.com/resources/healthcare-insights/top-hospitals-by-supply-costs>

<sup>2</sup>Supply Chain Insights Report, Syft, August 2021. Survey of 100 healthcare executives and supply chain managers.

<sup>3</sup>Navigant survey 2018

<sup>4</sup><https://revcycleintelligence.com/news/hospitals-could-save-25.4b-in-healthcare-supply-chain-costs>

# Improving SCM has Many Benefits

## KEY SCM AREAS



**PAR  
Management**



**eProcurement**



**Materials  
Management**

**1**

**OPTIMIZE**  
clinician  
experience  
when  
ordering  
supplies

**2**

**REDUCE**  
administrative  
time on  
manual tasks

**3**

**IMPROVE**  
clinician  
and supplier  
relationships

**4**

**STRENGTHEN**  
supply  
chain bonds  
between  
hospitals and  
suppliers

**5**

**ELIMINATE**  
waste and  
**MAXIMIZE**  
investment

**6**

**MITIGATE**  
impacts  
of future  
pandemics  
& other  
disruptions

**7**

**ENHANCE**  
patient care  
experiences

# eProcurement: Creating an Amazon-like Experience for Healthcare Providers

*"The collaboration, expertise and flexibility of Midwest Vision Partners and Mazik Global, now Quisitive, working together supported a successful timeline to deploy Microsoft Dynamics F&O and Care Supply eProcurement solution in under 10 weeks. Having streamlined and centralized operations is going to make a positive impact on our business model for the rest of the year."*

*— Sean McMillen, Chief Financial Officer, Midwest Vision Partners*

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## PROBLEM

Procurement workflows are largely manual, complex and labor intensive, wasting staff time and increasing costs and errors. Without a mobile, centralized system, managing numerous orders across thousands of vendors is time consuming, error prone, and expensive.



# SOLUTION: A Single Shopping Portal

MazikCare CareSupply's agile, scalable solution delivers a 360-degree view of your supply chain for a simple, seamless, and streamlined experience:

- Centralize all vendor info in a single shopping portal
- Automate labor-intensive tasks
- Manage specific inventory across multiple PAR locations
- Simplify ordering processes
- Improve procurement workflows
- Increase visibility of purchasing behavior – complete and transparent order history
- Integrate with ERP for real-time data sharing



# Retail Approach to Ordering Supplies Pays Off

## Case Study

Midwest Vision Partners (MVP) is a premier provider of eye care services. Their mission is to provide world-class support to ophthalmologists and optometrists, enabling them to focus on improving patients' vision to help people live their best lives. Today, MVP's network consists of 14 practices, 120 physicians, and roughly 1,300 employees providing medical and surgical eye care services at 60 locations across Ohio and Michigan.

MVP implemented MazikCare Care Supply for eProcurement, which unified the purchasing of products and put spending caps in place for approval. Prior to the eMazikCare implementation, each location handled their own inventory ordering, payment and management.

## Results

With the rollout of MazikCare Care Supply, the ordering process enhanced workflows and provided an Amazon style ordering experience with favorites, preferred vendors and easy re-stocking. The ability to share data across locations from a centralized source also streamlined reporting and provided better visibility to inventory on hand across all locations.





# PAR Management: Deliver a ‘Goldilocks’ Solution

*“As the former CTO for a large healthcare system, I understand that having the best PAR inventory practices in place is critical for patient health, as well as the overall health of the organization. Leveraging this experience with technological innovation helps our customers improve their inventory practices and provide superior patient care.”*

*– CTO Healthcare, Quisitive*

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## PROBLEM

Inefficient, decentralized supplies management leads to too little or too much inventory on hand, expired products and lack of visibility of real-time inventory amounts.



## SOLUTION:

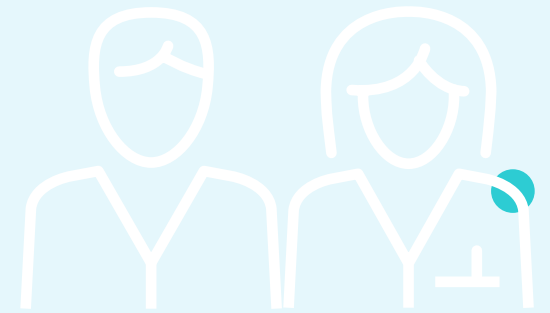
# Precision Inventory Management

CareSupply lets clinicians and support staff trust that all the right materials will be available exactly when needed. MazikCare streamlines and automates inventory processes from pre-admission through discharge for efficient cost management.

- Auto-count and replenish all internal materials, including medical supplies and devices, food, purchased services, pharmaceuticals and capital equipment
- Establish minimum and maximum number of units in inventory at a single time
- Set levels to automatically replenish inventory to maintain PAR
- Reduce inventory costs and risk of stock item expiration
- Eliminate the need for approvals since levels are established in advance



# Materials Management: Support Nurse Retention with AI-enhanced Forecasting



*“El Rio Health staff are dedicated to providing high quality and affordable care to our patients. Implementing the MazikCare Procurement solution to improve our procurement and inventory systems helps support this mission by freeing up precious time for the clinical staff to focus on patient care. We have been especially impressed through this implementation with the level of training Mazik Global has been providing for our staff.”*

*– Tim Snowball, Procurement Director for El Rio Community Health Center*

## PROBLEM

When healthcare staff experience delays in getting essential equipment, it wastes staff time, increases burnout, and compromises care quality.

**43%**

*of hospitals lose nurses due to supply chain problems.<sup>1</sup>*

**\$6.5 M**

*Nursing turnover costs up to \$6.5 M annually.<sup>2</sup>*

Sources:

<sup>1</sup>Supply Chain Insights Report,” Syft, August 2021. Survey of 100 healthcare executives and supply chain managers.

<sup>2</sup>[https://revcycleintelligence.com/news/nursing-turnover-costs-hospitals-up-to-6.5m-each-year?eid=CXTEL000000632697&elqCampaignId=22071&utm\\_source=nl&utm\\_medium=email&utm\\_campaign=newsletter&elqTrackId=6ad0134f8ab34580815afa56f98f5075&elq=a32aa735818746ef90c003e9cfe8fe77&elqaid=22927&elqat=1&elqCampaignId=22071](https://revcycleintelligence.com/news/nursing-turnover-costs-hospitals-up-to-6.5m-each-year?eid=CXTEL000000632697&elqCampaignId=22071&utm_source=nl&utm_medium=email&utm_campaign=newsletter&elqTrackId=6ad0134f8ab34580815afa56f98f5075&elq=a32aa735818746ef90c003e9cfe8fe77&elqaid=22927&elqat=1&elqCampaignId=22071)

# SOLUTION: A Powerfully Centralized and Automated System

MazikCare Care Supply, powered by Microsoft Dynamics, enables healthcare providers to automate and centralize SCM and get real-time insights to ensure that they have essential supplies without increasing waste and costs.

- Optimally predict and meet demand with AI-enhanced demand forecasting
- Ensure facilities/departments are properly stocked with the right products and equipment
- Minimize inventory investment
  - Track current and past locations of an item
  - Real-time visibility into where items are in the supply chain process
  - Temperature controls



# Flexible New Materials & Business Systems for FQHC

## Case Study

El Rio Health is one of the largest federally qualified health centers (FQHCs). Based in Tucson, Arizona, it provides affordable, high-quality, compassionate medical and dental care to over 113,000 people. As it has grown, El Rio Health realized that its existing materials management and general ledger systems could not deliver the cost-effective, flexible purchasing, inventory, financial and business services it needed.

El Rio Health selected Quisitive as its partner to deploy improved procurement and accounting solutions to align improved supply catalogs and finances. This combined solution included Microsoft Dynamics 365 ERP and Quisitive's MazikCare SCM and eProcurement capabilities.

## Results

As a result of this deployment, El Rio Health is experiencing a marketplace environment where purchasing methods for stock, punchout, and nonstock requisitions, best practices for PAR inventory, auditing and reporting, and benefits of governance and controls are strongly in place.

12

*Locations*

---

1,400+

*Employees*

---

113,000+

*Patients*

---

437,179+

*Annual Patient Visits*

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# End-to-End SCM Supports Healthier Margins

The growing number of external threats such as weather and global supply chain disruptions make it important for hospitals and healthcare organizations to have transparent, real-time, enterprise-wide insights into supplies usage/needs and automated, streamlined workflows to speed supplies to the right place at the right time, without overstocking. And thin margins, fluctuating volumes, and staffing shortages make it imperative to use resources wisely.



# Microsoft Catalyst IDEA Framework

## Are you looking to solve your business challenges and realize value faster?

Quisitive, in partnership with Microsoft, is offering you the chance to participate in Catalyst, an envisioning and planning program that employs Microsoft Dynamics 365, the Microsoft Power Platform, and the Microsoft Cloud.

## Why Microsoft Catalyst?

- Leverage a powerful and proven Microsoft approach
- Shape the future state of your organization
- Accelerate your digital transformation journey

Send us an email at [Ask@quisitive.com](mailto:Ask@quisitive.com) to start defining your path to transformation today.





## MazikCare Real-Time Health Solutions Built on Microsoft Dynamics

Quisitive MazikCare is a set of health care-ready business solutions that enhance end-to-end business operations across the care continuum. Built on Microsoft Dynamics 365 and the Microsoft Cloud for Healthcare, MazikCare delivers a digital bridge between patients, providers, and payers to streamline and unify patient records, optimize supply chain, enhance physician and patient satisfaction, improve revenue cycles, and help organizations in healthcare to focus on delivering exceptional care.

**Get started at [Quisitive.com/MazikCare](https://Quisitive.com/MazikCare)**



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