Purchaser/supplier Global Relations: Global overview of successful experiences

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Health Shared Services BC

A not-for-profit shared services organization created by and for BC’s six health authorities to enhance value to the health system through the effective and efficient delivery of support services.

- BC’s Health Authority Spending: approx. $12B
- Encompassing:
  - Acute Care Facilities: 88
  - Community Care
  - Long Term Residential Care
  - Provincial Programs (Cancer, Renal, Transplant, etc)

HSSBC’s Value Proposition

- Opportunity
- Predictability
- Capacity
- Cost
- Risk

Note: Numbers are for Fiscal Year 2011/12 (ended on March 31, 2012.)
HSSBC Supply Chain has been a success

- Over $230 Million Procurement Savings
- Reduced commercial risk
- Improved quality of service
- Contained cost of service

- Suppliers’ success essential to overall success
- Not all suppliers have been winners
- Measure of success varies
Measures of success

- Supply Chain objective is upper right quadrant
- Foundations of success

Q/C - Quality of Care
R/C - Revenue
C - Cost
Foundations of success

- Full Supply Chain accountability
- Increased purchasing power
- Collaborative approach to manage supply chain
- Reduction in cost of sales
- Leverage scale
Changing expectations of Success

- Supplier supported innovation adoption
- Reduction in Supply Chain disruptions
- Responsive to changing strategic and clinical priorities
- Opportunity to grow intellectual capital
- Increased pressure for revenue growth and profitability
- Improve outcomes and reduce cost of care