



Wyoming Hospital Association

NEWS BRIEFS

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SOUTH LINCOLN MEDICAL CENTER-A CASE STUDY

Eight months ago, Karl Sundberg, CEO of South Lincoln Medical Center, reached out to OpenMarkets seeking a creative solution to improve their financial position: he wanted to see if we could help him find new, cost-efficient options for exam tables. Sundberg and his team were in the middle of opening a new clinic and knew they needed to stretch their capital dollars to the max to meet their financial target.

“OpenMarkets was easy to use and extremely cost efficient. It took me a total of five minutes to put in a request for the tables, and I had five quotes by the end of the day,” said Sundberg.

Not only was Sundberg receiving quotes from multiple suppliers on the platform, he was able to negotiate with them online as well. With these new options and pricing established, Sundberg was able to direct his procurement team to order the right equipment at a better price than they expected.

In total, Karl received 8 quotes in just 6 days. He had the information and options he needed to make the right equipment purchase. With multiple options in hand, Karl ultimately negotiated a price far below his original, offline quote.

“We paid \$3,500 for the tables. Before we used OpenMarkets, the best option we had was \$14,000.”

“I was impressed with the ease of OpenMarkets, and of course liked seeing the options,” Sundberg states. “So not only did we receive the table at a good price, but we also now have a new capital procurement platform to make things more efficient here.”

Shortly thereafter, Karl began to push for department directors at South Lincoln Medical Center to get onboard with OpenMarkets. As of today, 6 service line and supply chain leaders are using the OpenMarkets platform to engage with equipment suppliers. This is adding transparency across the board, as the users can all stay organized and see when they’re talking to the same suppliers.

“We’re building our capital budget on OpenMarkets,” says Sundberg. “And our team is on the same page now. We know who’s getting quotes from STERIS, from GE, from Medline. It’s transparent and is making it easier for us and for our supplier partners.”

Altogether, the South Lincoln team has submitted nearly 40 requests onto OpenMarkets for equip-

ment needs such as ventilators, beds, and monitors. Suppliers have provided 3.8 quotes per request, meaning the team has plenty of equipment options to choose from and is positioned to maximize their capital dollars going forward.

In partnership with Wyoming Hospital Association, OpenMarkets is available as a resource to WHA members at no-cost. Serving as a “one-stop-shop” for all things related to medical equipment, members can use OpenMarkets to research products, get multiple quotes, buy at a discount and even sell old equipment. This saves member organizations valuable time and capital dollars.

For more information contact www.openmarketshealth.com or call 866.447.3270 info@openmarketeshealth.com





Member Spotlight

Powell Valley Healthcare Earns Top Hospital Quality Award

Earlier this summer, Mountain-Pacific Quality Health recognized Powell Valley Healthcare with a 2019 Hospital Quality Excellence Award for outstanding performance in effectively using quality assurance performance improvement methodologies to improve care practices. Powell Valley Healthcare is one of eight hospitals honored during this year's Wyoming Quality Health Care Conference held in Cheyenne.

"We were awarded for the work we have done regarding our Patient Family Engagement Council," said Sara

Welling, Quality Improvement Director. "This council is developed to involve patients and families in their care and get their feedback about healthcare decisions of the organization. The voices of patients and families are essential to improve the quality and safety of healthcare.

PVHC wants our patients and their families to be part of our healthcare team. This partnership encourages and supports patients and families to be active participants in their care

and decision-making. Our council gives patients and families an opportunity to share their stories and participate in improvement efforts. We are able to focus on areas of improvement that the patients directly give to us," said Welling.

To be eligible for this coveted award, winners had to meet six categories of criteria, including antibiotic stewardship elements, patient and family engagement activities, care coordination elements and leadership qualities. Awardees also had to exhibit strong leadership support for providing quality care.



DOH Sets Listening Sessions in Rock Springs, Evanston

The Wyoming Department of Health (WDH) is inviting local clients, providers and residents to share thoughts and ideas on health-related issues and needs during structured listening sessions planned for Rock Springs and Evanston.

The Rock Springs event will be September 10 from 11 a.m. to noon in the Ferrero Room at the Rock Springs Public Library, which is located at 400 C Street.

The Evanston event will be September 11 from 1-2:30 p.m. at the Uinta County Library, which is located at 701 Main Street.

"These sessions are opportunities for us to hear from our department's clients, local healthcare providers and community members about health

-related issues," said Michael Ceballos, WDH director.

"We want to know what's working and what could be improved. A better understanding of local perspectives helps us make the most of our available resources," he said.

The department expects to schedule similar sessions in other Wyoming communities over the coming months.

Local residents who may be especially interested in attending include:

- Clients of various WDH programs
- Local area healthcare providers
- Community coalition members

Anyone interested in Wyoming healthcare issues
For residents not able to at-

tend a listening session, an online opportunity for comment is available at: health-communityvisits.wyo.gov.

More information about WDH and its programs can be found at <https://health.wyo.gov>.



2019 PAC Contributions

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Bren Lowe
Margie Molitor
Doug Faus
Andy Fitzgerald
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Tim Thornell
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