

## News & Achievements

### CHSS has moved to a new location!

- CHSS is now located at **3045 Baseline Road, Ottawa, Ontario K2H 8P4** on the **third floor** of the **Irving Greenberg Family Cancer Centre** on the Queensway Carleton Hospital site.
- Our emails remain the same although we have new phone numbers:
  - Danielle Pagé Goulet : 613-721-2038
  - Jyotika Deshpande : 613-721-2035
  - Eddie Caron : 613-721-2013
  - Leah Gallagher : 613-721-2014

### Savings:

- CHSS has exceeded its original 2013-2014 cumulative savings target by \$2.2M for a total of \$7.478M.

### Contracts/RFP initiatives:

- CHSS is pleased to announce that the Arthroplasty Hips & Knees RFP has been awarded to Biomet Canada (hips) and Zimmer Canada (knees) for an approximate \$1.7M yearly savings for our participating hospitals. Implementation is almost completed.
- CHSS has also awarded the Infant Formula RFP to Mead Johnson for a 3+2 year contract.
- Allergan breast implant contracts have been harmonized between Montfort, QCH and TOH effective September 1<sup>st</sup>.
- CHSS is currently working on an RFP for Spinal & Epidural trays and one for Orthopaedic Trauma

### HPRO:

- CHSS' HPRO 2012-2013 dividends have totaled \$2.7M which is a \$421K dividend growth for our membership compared to the previous year.
- CHSS continues to participate on the HPRO MMAC attending bi-annual meetings (March & September) and webinars.
- Robyn McTavish from QCH as well as Laura Giannantonio from TOH now represent CHSS hospitals on the HPRO Clinical Advisory Committee (CAC).

### GHX:

- CHSS and Todd Presswood from GHX have once again visited the member hospital Material Management departments. GHX applications training as well as other CHSS support has been planned for the upcoming year based on needs identified at those meetings. Our members are encouraged to contact us at any time to discuss opportunities and priorities.

### PESC:

- In order to increase CHSS visibility in hospitals and to improve communication and awareness, CHSS has started to attend hospital PESC meetings. This initiative has been well received and is ongoing.

### What's Ahead

- Finalizing Arthroplasty contract implementation
- Spinal & Epidural Trays – RFP
- Trauma RFP

## A word from the Sourcing Manager

Dear CHSS stakeholders,

I want to take this opportunity to recognize the hospital personnel that offer their precious time and knowledge to support our RFP process.

In order to obtain the best outcome during a competitive initiative, CHSS recruits subject matter experts from our participating hospitals, both on the clinical and the material management sides of the business. These experts help us establish the RFP strategy, assist us with the conception of the RFP document (specs, evaluation criteria, etc.) and evaluate the RFP proposals. The material management team members are also involved in reviewing the agreement draft of the preferred proponent before it is finalized.

CHSS has worked on improving our RFP process to make it as efficient as possible with enhanced communication through our RFP literature (evaluation guidebook, combined COI & NDA form, and scoring matrix) and through our regular meetings both in person and via conference calls and emails.

The time these hospital personnel dedicate to such initiatives is in addition to their full time job and adds to their responsibilities so we are very grateful. Without their efforts, expertise, and dedication, CHSS could not successfully go to market to provide increased efficiencies through standardized products and practices and bring positive outcomes: both clinically for our patients and financially for our hospital administrators.

On that note, congratulations and commendations must be given to the excellent evaluators on our recent Arthroplasty and Infant Formula RFPs.

Our thanks from the CHSS team,

Danielle

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