



**Jorge F. Hernandez,
VP Supply Chain / Chief Procurement Officer
Broward Health Corporate Office**

MISSION

The mission of Broward Health Supply Chain Management Department is to provide innovative and cost-effective solutions to ensure timely delivery of quality goods and services to deliver outstanding patient care achieved through collaboration, management, and optimization of its integrated value-chain.

The Procurement and Supply Chain Management Department strives to become a recognized leader that fosters an ethical, responsive and highly efficient environment committed to highest standards of professionalism, service and continuous improvement to exceed customer's expectation. Cultivate and maintain positive and collaborative supplier relationships that foster best value for patient care.

SAVINGS

- Reduce Healthcare costs by leveraging GPO contracts and combining regional supplies volumes (product standardization)
- FY22 Identified Savings \$2,651,536.41
 - GPO Agreements \$111,308.37
 - Local Agreements \$1,990,874.09
 - Product Conversions \$549,353.95
- Achieved the Highest Vizient Group Purchasing Organization (GPO) sharebacks totaling \$3,863,932 received by Broward Health in 2021

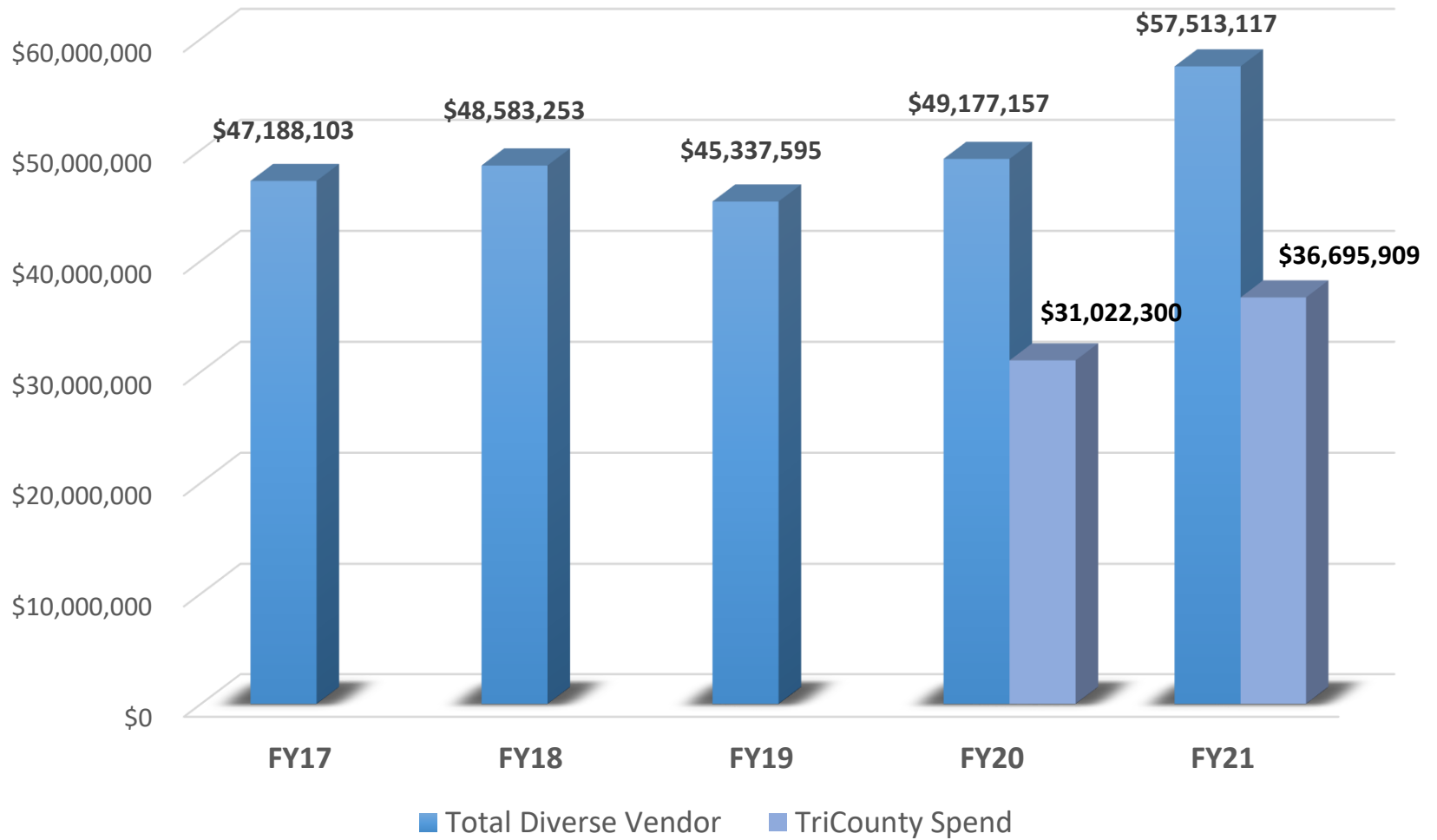
Vizient Group Purchasing Organization (GPO) Sharebacks



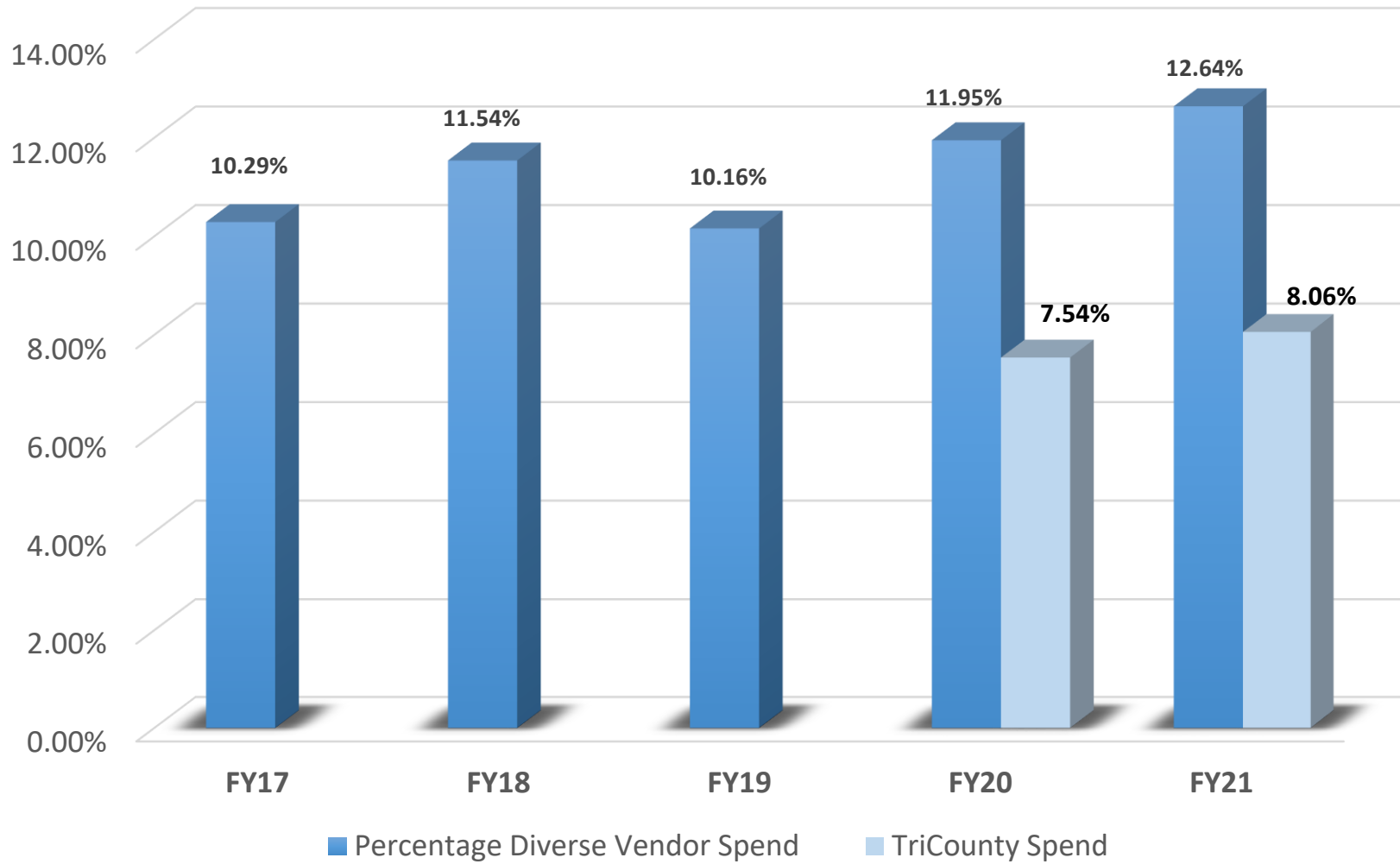
OPERATIONAL HIGHLIGHTS

- Proactively maintain the Corporate PPE stockpile as a back up to hospital inventories, allowing us to mitigate PPE shortages in anticipation of future supply outages due to the Global Supply Chain disruption.
- Continue to successfully navigate supply shortages / backorders by sourcing and vetting products outside our established vendor pool.
- Coordination of vendor fairs to obtain clinician feedback and recommendation prior to replacement of systemwide defibrillator fleet and vital sign monitors.
- Continue the Equitable Distribution Program implemented in FY21, which awarded 689 service jobs totaling \$7M+ in Year One. This has allowed us to reduce the number of informal and formal bids, increasing efficiencies.
- FY21 resulted in our highest share of Diverse Vendor spend, **12.64%**.

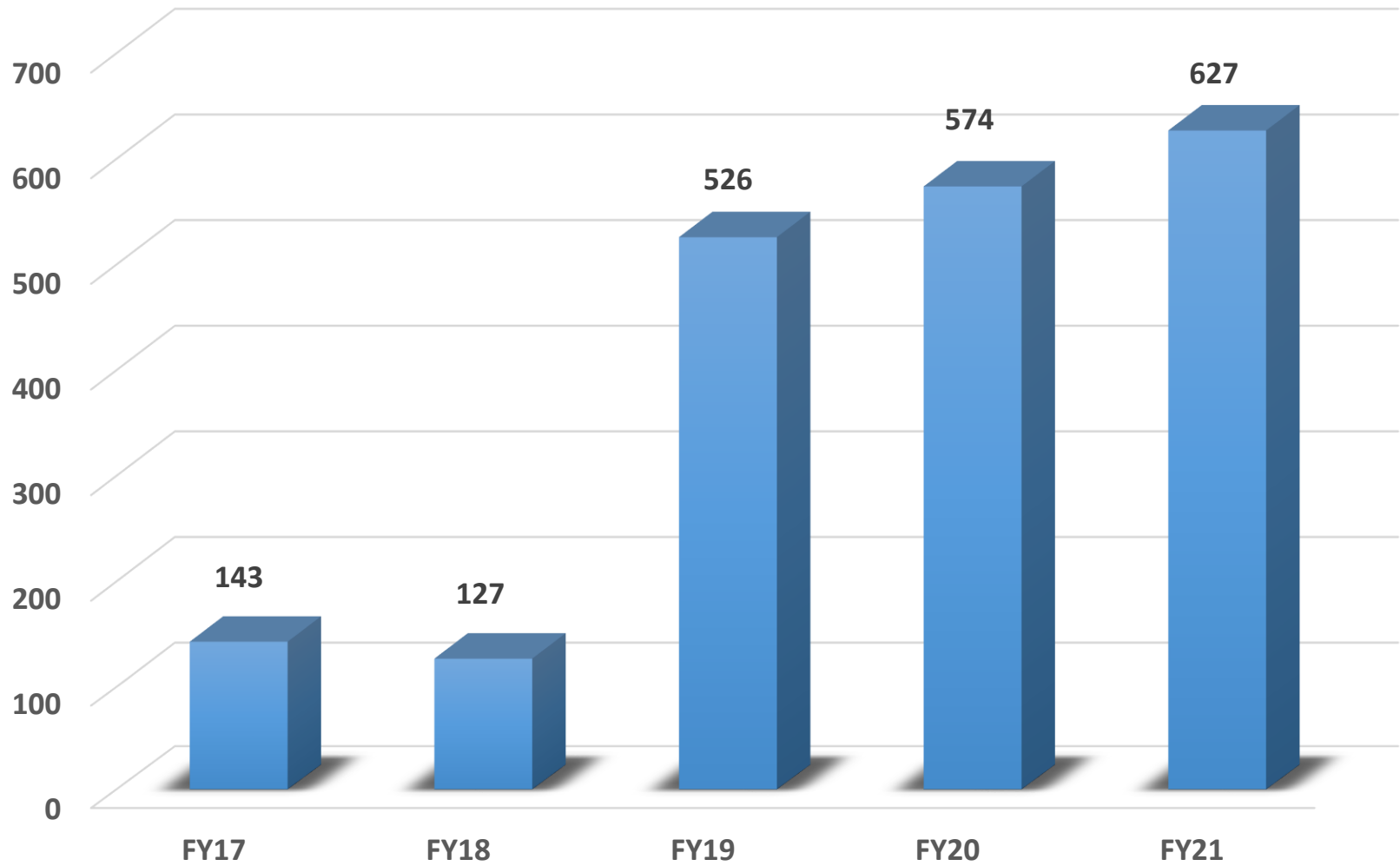
Diverse Vendor Spend



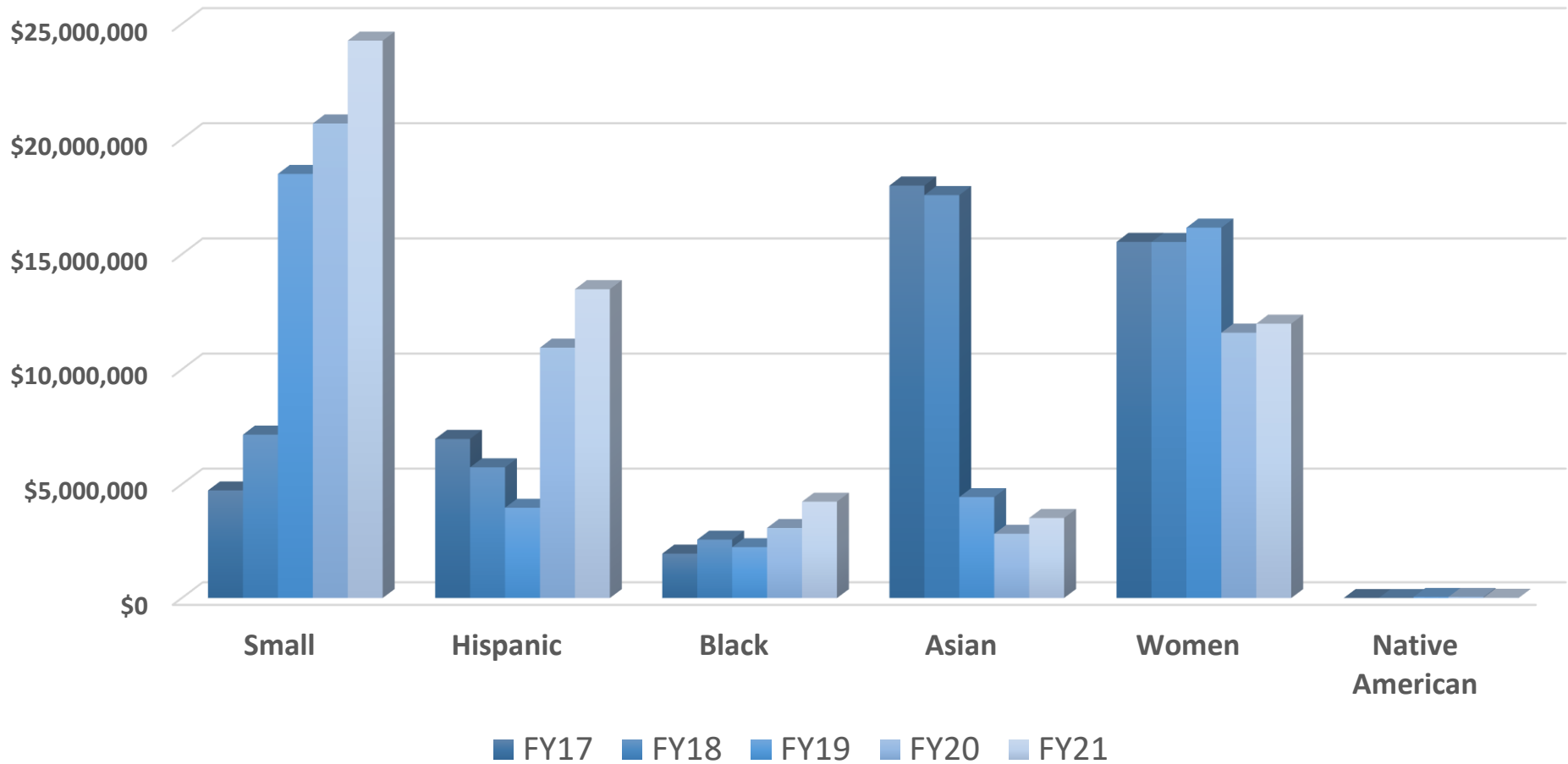
Percentage Diverse Vendor Spend



Diverse Vendor Participation



5-Year Diverse Vendor Spend by Diversity Code



Supplier Diversity Outreach

Broward Health's Office of Supplier Diversity continued to partner with various local organizations in FY21. We were proud to participate, virtually, in various diversity outreach forums with a strategic focus on Local, Diverse and/or Small Business Development. FY2021 Outreach events included:

- **Florida State Minority Supplier Development Council (FSMSDC)**
 - Annual EXPO and Matchmaker
 - Corporate Supplier Diversity Roundtables
 - Awards Gala
 - **Broward Health nominated as Local Corporation of the Year**
 - **Jorge Hernandez nominated as SD Advocate of the Year**
- **Women Business Development Council of Florida**
 - Coffee with Corporate
 - WBE 1-on-1 Interviews
 - 20th Anniversary Celebration
- **South Florida Anchor Alliance**
 - Monthly Supplier Diversity Working Group
 - Joint County SD Portal Committee (*Vendor Registration, Diverse Vendor Certification, & Bid info*)
 - Back of Business Bid Connection Forum
- **Vizient National Supplier Diversity Advisory Council**
 - Supplier Diversity Symposium (*Mid-West*)
 - Supplier Diversity Virtual EXPO
 - SD Best Practices Leadership & Education Forums
 - Supplier Diversity Expert Panel Series
 - Certification Review Committee (*Expansion to include LGBT & Disabled Business Owners*)

Supplier Diversity Outreach

- National LGBT Chamber of Commerce (NGLCC) – Sip & Pitch
- Broward County Black Chamber of Commerce Annual Celebration Luncheon (Jorge Hernandez, Keynote Speaker)
- Small Business Administration (SBA) Vendor Opportunities & PPP Workshop, partnered with Broward Health & Jackson Health
- State of Florida – Broward Supplier Diversity Day
- Broward County Schools Supplier Diversity & Outreach Focus Group Meetings
- Broward County Gov't Economic Development Council Meetings

- **Broward Health's Mentor / Protégé Program Pilot Project – BHIP Cardiac Cath Lab**
 - Enabled a local small diverse contractor the opportunity to manage a Healthcare Construction project to include: Planning, Scheduling, Cost Management, and Field operations
 - Provided a local small diverse contractor with experience to pursue future Health Construction projects, as a Prime Contractor
 - Project completed 100% Diverse Vendor Spend & Lead, including four (4) Local Certified Diverse Vendor (CDV) Sub-contractors

- **Equitable Distribution Program, resulting from the Target Market & Sheltered Market RFPs**
 - General & Trade Contractors – 43 Awarded; 24 CDVs (*56% of BH's General / Trade Contractors are CDVs*)
 - Term Design Professionals – 18 Awarded; 12 CDVs (*67% of BH's Design Professionals are CDVs*)



THANK YOU