

DFW MSDC HEALTHCARE INDUSTRY GROUP



Dallas Fort Worth
Minority Supplier
Development Council, Inc.

MEANINGFUL CONNECTIONS. IMPACTFUL GROWTH.

JULY 2021 NEWSLETTER

15 WAYS TO BUILD AN ACCOUNTABLE TEAM

by Vince Molinaro, Forbes Business Council

Accountable teams demonstrate two characteristics: First, they have a high degree of clarity on what they need to accomplish, and second, everyone is fully committed to making it happen. Here are 15 strategies to help you build a more accountable team:

1. Assess where you stand. Think about your team right now. Does it demonstrate high clarity and commitment?

2. Talk to your team. Set up a meeting to talk through your collective sense of the group's strengths and weaknesses. Identify gaps where you could be stronger.

3. Increase the clarity. Accountable teams clearly understand their business context, organization's strategy, stakeholder expectations and top priorities. If you can increase clarity, you will find it helps increase the degree of commitment.

4. Define your team's obligation. Work with your team to come up with a clear sense of your primary obligation. Talk about the value your group needs to create for your organization and your stakeholders. Your obligation should inspire members to step up to fulfill it.

5. Identify your unit's leadership contract. Define the behavioral expectations that team members live up to in the way they work together and treat one another.

Excerpted from [15 Ways to Build an Accountable Team](#).
[Read the full article here.](#)



**80% of teams are mediocre
19% are good and only 1% are truly
accountable.**

*Accountability is what differentiates
great teams from mediocre ones.*

Vince Molinaro

MORE STRATEGIC AND AGILE SUPPLY CHAINS

by GEOFFREY MARTIN, AHA Trustee Services

COVID-19 has exposed vulnerability at health care organizations across the globe on critical issues, including safety, equipment, data availability, and infrastructure. Early on, it became apparent that “going it alone,” in terms of depending on an organization’s own supply lines and capabilities, wasn’t possible. This led to ad hoc collaborations, with providers, suppliers and non-health-care companies jumping in to deliver resources and capacity to address the crisis.

Successful supply chains are becoming a key differentiator and vital part of the care delivery process in ways we have never seen before in health care. Getting it right requires strategic systems thinking around all functions in the organization. Among the topics for boards to consider:

- Increasing storage and self-distribution. What’s old is new again. We see a trend toward more self-distribution models instead of just-in-time delivery from distributors. This allows organizations to buy in bulk, control distribution and minimize their reliance on items at risk of being depleted. Organizations do not have a limitless supply of capital so this is not a one-size-fits-all procurement strategy, but it may make sense for certain items in the supply chain.

"In these unprecedented times, what priorities should hospital and health care system boards focus on to prepare for 2021 and beyond? As organizations manage through the pandemic, we expect continued disruption to be the norm, and pathways to success will increasingly depend on collaboration, innovation, digitization and scaling ahead of the competition."

- Deeper relationships and back-up suppliers. The value of vendor-of-choice relationships became apparent as many hospitals scrambled for pandemic-related supplies. The key is striking a strategic balance between price, performance and trust. Getting the lowest price but lacking a relationship that cannot be “prioritized” in a crisis is not ideal. Neither is overreliance on one vendor without having plans B, C and D in place. We see many organizations developing connections with tiers of back-up suppliers – often smaller and geographically closer than their primary vendors – to gain flexibility, speed and as much certainty as possible that critical items will be on hand when needed.
- New supply chain models for new care settings. Health care futurists believe that by 2040, most care will be delivered at home, in outpatient settings or virtually. Adapting to this new way of care – in terms of supplies and delivery methods – will require relationships with different types of vendors, such as retailers, contract employees and technology providers. This is an exciting but huge challenge: how to reimagine supply chains to deliver non-hospital-based care in a safe, cost-effective and high-quality way at scale.
- Smarter, faster, predictive information. Expect to see more automation software and artificial intelligence (AI) in health care supply chains. In addition to freeing personnel from repetitive tasks, these technologies can assist decision-makers in identifying trends and providing resources to workers. For example, predictive analytics focused on population health within an organization or system could alert managers to trending disease states and their associated supply needs. Supply chain managers could use AI tools to master the new transportation logistics of getting supplies to widely dispersed home care settings and so on.

Excerpted from [**Top 10 Emerging Trends in Health Care for 2021: The New Normal**](#). [Read the full article here.](#)



ALCON SUPPLIER DIVERSITY

by DFW MSDC Healthcare Industry Group

On June 23, 2021 the DFW MSDC Healthcare Industry Group Forum presented Alcon Supplier Diversity with Tamika Tutt, Senior Sourcing Manager & Supplier Diversity.

Tamika Tutt opened her presentation by providing an overview of Alcon. The company is a global leader in eyecare solutions and its corporate headquarters is located Fort Worth, Texas. Alcon has an annual US procurement spend of \$1.9 billion and the company spent over \$273 million with diverse businesses in 2020.

Alcon's major purchases include: Marketing, Financial Services, Financial, Travel & Fleet, Clinical Outsourcing, Packaging, and Warehouse & Transportation. For a full list of products and services, visit Alcon's website.

The procurement team is not directly involved with opportunities below the \$250,000 threshold. For these opportunities, Tamika suggests vendors get creativity and try connecting with Alcon decisionmakers by attending industry events or by sending connect department managers requests on LinkedIn. Her department works with procurement opportunities in excess of \$250,000. To find out about these opportunities, contact Tamika directly at supplier.diversity@alcon.com be sure to include with your contact information and a capabilities statement. For more information, [visit Alcon's Purchasing and Supplier Diversity online.](#)

Want to do business with Alcon? Ms. Tutt had these suggestions for potential suppliers:

1. Have an ironclad business case
2. Narrow your company's focus to get in the door
3. Be specific about the product or service you provide
4. Do your research to see if your product or service will fit with Alcon

Join Alcon Procurement for Supplier Diversity Day

Tuesday, August 3, 2021.

Participation is limited.

Register For The Event

(Registration adds your business to Alcon's Supplier Database.)



HOW TO WRITE A PROPOSAL THAT ROCKS

by August Turak, Forbes Magazine

Every great plan or proposal must have teeth, and putting teeth into your plan or proposal means making projections. Projections that put you squarely on the proverbial hook for achieving bottom line results.

For example, writing a press release and "getting it out" is not a goal; it is an input based activity. Projecting a five percent lift in sales in the next quarter is a goal; an output that may or may not include getting out a press release. Great plans start with projections or outputs, and work their way back through the activities and money needed as inputs. Poor plans focus instead on activities and "budget" in the forlorn hope that if we just stir up enough dust some of it may magically settle into money.

Excerpted from [How To Write A Proposal That Rocks](#). Read the full article [here.](#)



June 2021

Hear Alcon's Senior Sourcing Manager & Supplier Diversity, Tamika Tutt discuss Alcon's Supplier Diversity.

[Watch Now](#)



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Tuesday, August 3, 2021

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Registration Closes Soon

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Minority Business Entities and Buying Entities:

Each edition of the Healthcare Industry Group newsletter is a tool to communicate your message to peers, customers, potential clients or suppliers.

As a member of the DFW MSDC Healthcare Industry Group, this is your publishing forum. Submit a success story, share a new product or service, or provide a link to your company's upcoming opportunities. It's easy.

Articles and features are limited to 700 words. Submissions can be emailed to Fredericka Lartey at fredericka@mbdacares.com.

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