Be a part of the supply chain conversation

The Journal of Healthcare Contracting Media Guide 2018

Healthcare’s only publication dedicated solely to the contracting arena.
The Journal of Healthcare Contracting is the only publication that is solely devoted to the contracting arena of healthcare. It focuses on the interactions of the four primary stakeholders in healthcare contracting: health systems and their facilities, manufacturers and suppliers, distributors and group purchasing organizations. The participants in the contracting arena will grow to rely on The Journal of Healthcare Contracting for industry understanding, insight into the minds of thought leaders and collaboration opportunities amongst contracting constituents.

“We are proud to partner with The Journal of Healthcare Contracting. The unique educational content and market knowledge JHC provides serves as a vital resource to the supply chain and GPO communities. The benefit we receive has far exceeded our investment.”

Bob Davis, AVP, Marketing & Communications, HealthTrust
Our Footprint

The Journal of Healthcare Contracting’s footprint includes digital publications, social media outlets, webinars and events.

Digital magazines
Every other month, The Journal of Healthcare Contracting distributes a digital supplement targeted to thousands of supply chain readers.

ANAE
ANAE is a membership-driven organization focused on professional development for corporate and national accounts executives calling on group purchasing organizations (GPOs), regional purchasing organizations (RPCs), accountable care organizations (ACOs), integrated delivery networks (IDNs), individual hospitals, national and regional distribution companies, and managed care organizations.

The Journal of Healthcare Contracting Dail-eNews
The Dail-eNews is real-time news for those involved in the business of healthcare. As the industry’s first and only e-mail news service, it’s e-mailed on a daily basis to over 25,000 decision-makers in GPOs, IDNs and the manufacturing and distribution segments of the healthcare industry.

Market Insights Supply Chain Forum
Learn best practices, strategies and stay informed on the latest trends from key supply chain leaders.

LinkedIn
Join more than 15,000 industry stakeholders on LinkedIn Groups, including Group Purchasing Organizations and Regional Purchasing Coalitions.
Ten People to Watch in Healthcare Contracting

Steve Kiewiet

What has been the most challenging and/or rewarding supply-chain-related project in which you have been involved in the past 12-18 months?

Our inventory management system project. Our goal was to move from decentralized, local processes to a centralized, standardized approach. This project required collaboration with clinical and hospital operations leaders to ensure that they understood the benefits and had the necessary support to make the transition.

What led you to your current role?

I started my healthcare career in high school, serving as a member of the volunteer ambulance crew in my hometown. I spent 10 years as a hospital corpsman before joining the military. After military service, I worked as a sales person for a medical device company. I then joined Cardinal Health, where I had responsibility for supporting a large national distributor serving the physician office market. I then transitioned into contract administration. I joined Novant Health in 2010, where I was named director of new product introduction and managed the comprehensive program that included identifying, evaluating, negotiating, and implementing new product contracts. In 2012, I was named chief supply chain officer, OSF HealthCare, and continued in that role through my current position as director of strategic sourcing, and biomedical engineering, Main Medical Group.

What's a recent accomplishment that you're particularly proud of?

One of my recent accomplishments is the successful implementation of a new procurement process. We streamlined the process by eliminating unnecessary steps and reducing the time required to process orders. This has led to increased efficiency and improved patient care by ensuring that supplies are available when needed.

What do you believe is the most important skill or characteristic for success in the healthcare supply chain?

The most important skill for success in the healthcare supply chain is strong communication. As a clinical and hospital operations leader, you must be able to effectively communicate with medical professionals to ensure that they have the supplies they need to support their mission in the delivery of care.

What advice would you give to someone entering the healthcare supply chain field?

I would advise someone entering the healthcare supply chain field to always keep learning. This industry is constantly evolving, and it's important to stay up to date with the latest trends and technologies. Additionally, building strong relationships with suppliers and other stakeholders is crucial for success in this field.

Contracting Executive of the Year

Alisha Hutchens

What led you to your current role?

I started my professional career as a financial coordinator for three nursing units. After two years, I transitioned into contract administration. I then became assistant manager of the central procuring department, where I was responsible for managing the process from product identification to final consummation. In 2010, I was named director of new product introduction, where I led the comprehensive program that included identifying, evaluating, negotiating, and implementing new product contracts. In 2012, I was named president of professional and support services at Novant Health, where I am responsible for all non-patient care services including inpatient and outpatient hospital services, home health, community mental health, rehabilitation, social services, and support organizations. Services include inpatient and outpatient hospital services, home health, community mental health, rehabilitation, social services, and support organizations.

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Editorial

JHC’s coverage of the contracting arena includes:

- **Model of the Future**
  Stories of contracting executives who have moved beyond the talking stage to action, as they tackle innovative supply chain projects in their hospitals, IDNs and RPCs. This is where the rubber meets the road.

- **Regional Purchasing Coalition profiles**
  As this sector of the market continues to evolve, we’ll keep an eye on it.

- **Open Data Standards: Let’s Get This Straight**
  Discussions are critical, not contractual or financial. Extensive product research is conducted, reviewing clinical evidence, patient outcomes, product attributes, trials and data analysis for the specialty categories.

- **Executive Interviews**
  Discussions with industry leaders, who have the ability to put into context some of the issues facing JHC readers.

- **HSCA Column**
  Insights into the group purchasing industry from Todd Ebert, president of the Healthcare Supply Chain Association.

New for 2018: **The Innovators**. Insights from today’s up-and-coming supply chain leaders.
Advertising in JHC is a wise investment.

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The Journal of Healthcare Contracting is printed in four-color process in Macintosh format using Adobe Indesign CC. All colors and artwork must be saved as CMYK. All ads produced on a PC must be submitted in pdf and have all fonts in outline form.

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Trim Size: 8”W x 10.5”H
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