

Mar 01, 2010 19:07 ET

VHA Annual Supplier Summit Highlights Options for Hospitals and Non-Acute Care Sites to Accelerate Cost Reduction Activities

Superior Suppliers Help Reduce Costs, Increase Cash Flow and Improve Efficiencies

IRVING, TX--(Marketwire - March 1, 2010) - VHA Inc., the national health care network, recently concluded its annual supplier summit which enabled attendees to work collaboratively to create new and innovative cost reduction strategies that will help VHA members reduce costs, increase cash flow and improve efficiencies for hospitals and non-acute providers.

"We aim to provide a unique, inspired venue for attendees to work together on how to best meet the needs of hospitals and non-acute members," said Amy Anthony, senior vice president for VHA Supply Chain Services. "A considerable portion of our agenda focused on encouraging collaboration for new cost reduction and revenue enhancement strategies for VHA members."

"The content for the summit is not only timely, but helps us as an organization plan accordingly," said Jim Gauss, president and CEO of Witt/Kieffer. "The preparation and execution of the agenda is exceptional, and allows us to capitalize on the opportunity to create new strategies that will help meet the needs of VHA hospitals."

Because of the growing importance of purchased services and the increasing impact that non-acute providers have in the health care market, this conference attracted representatives from hundreds of supplier organizations.

Importantly, VHA recognized several outstanding suppliers that its members have identified as industry leaders for their support of VHA member organizations.

The 2009 award winners were:

Overall Member Satisfaction - Witt/Kieffer

Member Participation Growth - Shred-it

Member Satisfaction Growth - Thomson Reuters

Compliance - Ponder & Co.

Sales Growth - AT&T Mobility

Outstanding Distributor - U.S. Foodservice

Outstanding Supplier - Hospira IV Systems

Breakout Supplier - B. Braun I.V. Sets and Solutions

Best Partner - U.S. Foodservice

Explosive Growth - Terumo Interventional Systems

"We have the opportunity to attend several industry events each year," said Norman Frankel, senior vice president, sales and marketing at Standard Textiles. "As far as getting value, encouraging collaboration and meeting overall expectations, the VHA summit is at the top of the list."

This year's summit set new attendance records and combined a workshop type atmosphere with an educational forum. In addition to creating value for health care providers, attendees participated in informative discussions with several speakers. Michael Regier, VHA's general counsel and senior vice president of Legal and Corporate Affairs, discussed the potential impact of health care reform and the industry's preparations to accommodate its possible changes. International speaker Yvonne Camus discussed unlocking an individual's greatest potential under stressful and challenging conditions. Author and innovator Tom Wujec related how the world's leading companies are incorporating a new approach to imagination, strategic planning and innovation.

NOTE: Witt/Kieffer, Shred-it, Thomson Reuters, Ponder & Company and AT&T Mobility are VHA purchased services suppliers; Hospira IV Systems, B. Braun I.V. Sets and Solutions, and Terumo Interventional Systems are Novation-contracted product providers; and U.S. Foodservice is a Novation supply distribution services provider.

About VHA

VHA Inc., based in Irving, Texas, is a national network of not-for-profit health care organizations that work together to drive maximum savings in the supply chain arena, set new levels of clinical performance and identify and implement best practices to improve operational efficiency and clinical outcomes. Formed in 1977, through its 16 regional offices, VHA serves more than 1,400 hospitals and more than 28,000 non-acute care providers nationwide. VHA was ranked by Modern Healthcare as the 7th best place to work in health care in 2009.

VHA Media Contact

Maxine Levy

972.830.7845