



Society for Healthcare Organization Procurement Professionals

PPE Demand vs. Supply

Taking a deep dive into live data

INTRODUCTION

- The Society for Healthcare Organization Procurement Professionals (SHOPP) is an independent, non-profit entity created to improve quality and efficiency in post-acute care.
- The goals of SHOPP:
 - Support the data-driven, ethical evaluation of products and solutions that achieve meaningful and financially responsible healthcare outcomes.
 - Bridging the gap between clinical and financial operations through enhanced education of the Procurement Professional



ADVOCACY EFFORTS



- SHOPP aims to be at the forefront for all expense related data throughout the industry. Provide your data to assist in these efforts.
- SHOPP is working to support all post-acute care provider advocates in assisting Skilled Nursing Facilities and Assisted Living Centers during COVID-19 and beyond.
 - SHOPP's PPE analysis assisted many advocacy groups in their proposals to secure funding for their members.
 - Demographics impact unique facility challenges





Society for Healthcare Organization Procurement Professionals

JOIN US FOR AN EXCLUSIVE WEBINAR!

JOIN US TODAY!

A roundtable discussion featuring:

"PPE Demand Vs Supply"

Take a deep dive into live data!

WHEN: Wednesday, April 22nd
4pm EST

ABOUT: Take a deep dive into live data and participate in this roundtable webinar to get the most up-to-date information on PPE and the effects supply and demand are having on your organization.



HOSTED BY:
ZACH SHAMBERG
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Councilman & NYC Chair
of Health Committee

Commentary by Josh Silverberg

LET'S ADDRESS THESE QUESTIONS

- How did we get here?
- When did brokers get involved and how has that impacted operations?
- Importing vs “On the ground”
- Real Time. What are the needs of an operator and which products aren't available?
- What's the difference between all these masks and why is the pricing different?
- What are the most recent updates regarding other PPE items?
- What's coming next?



HOW DID WE GET HERE?



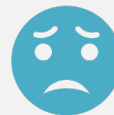
When did prices start increasing?



Where were the medical supply companies when pricing increased?



What ripple effect occurred due to this stance?



How badly did this effect you?

- What are some of the barriers that impacted the price gouging?
- Barriers for product
 - Other countries
 - Shipping and logistics
 - Brokers looked at this as an opportunity
- What happened to facilities who opted to wait for price to go down?



WHAT WERE THE DIFFERENT WAYS FACILITIES WERE TRYING TO OBTAIN PPE?

Importing

- Grouping together with trusted connections and deal directly with China
- Order fulfillment became an issue
- Situation was escalated and 2-4 week waiting time wasn't sufficient

On the ground

- Facilities were ready to buy even with significant changes to payment terms
- Products need to be vetted properly to ensure no scams
- Deal with distributor themselves. Even if broker takes a cut

What route did you focus on as an operator?

REALITY CHECK

- As of today, what does your reality look like?
 - Dealing with new CDC regulations
 - Infection control surveys
 - Using SHOPP analysis as a baseline
 - Some products aren't available
 - Isolation gowns
 - Same material as 3ply creating shortage
 - Will improve when countries gear up factories similar to hand sanitizers
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MASKS

- Masks have consistently been a major theme. Can you explain the difference between all the options?
 - Initially focused on 3M N95 masks for fit kit purposes
 - N95- supply and demand issue
 - KN95 were not FDA approved until April 2nd, 2020
 - 3-PLY have different variations
 - Recent improvements
 - KN95's have sufficient supply
 - N95's are becoming more available but still expensive comparatively
- What route did you focus on as an operator?



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PRICING

- Now that we understand the availability, what is the current pricing on this products?
 - “On the ground”
 - 3-PLY is between .60 and .80 cents each
 - KN95 is between 3-4 dollars
 - N95 is between 6-7 dollars
 - Importing
 - 30% savings but comes with all the risks previously discussed

- What about all the other PPE items?
 - Face Shields- what options are there?
 - Head and foot covers- creative ideas
 - Gloves- why aren't they readily accessible?
- What creative solutions have you focused on as an operator?



- With all your insights, what do you think is coming next and how do we survive?
 - PPE
 - Amazon's involvement
 - Recently opened channels to specific vendors
 - Receiving products will still be delayed and pricing will be higher than pre COVID pricing
 - Medical supply companies realizing they need to be active even with increased pricing
 - Rapid testing
 - Which tests are really approved
 - Lab test vs. antibodies test
- Anything else to add as an operator?

QUESTIONS



Feel free to reach out with any questions, including how to become a SHOPP member today.



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