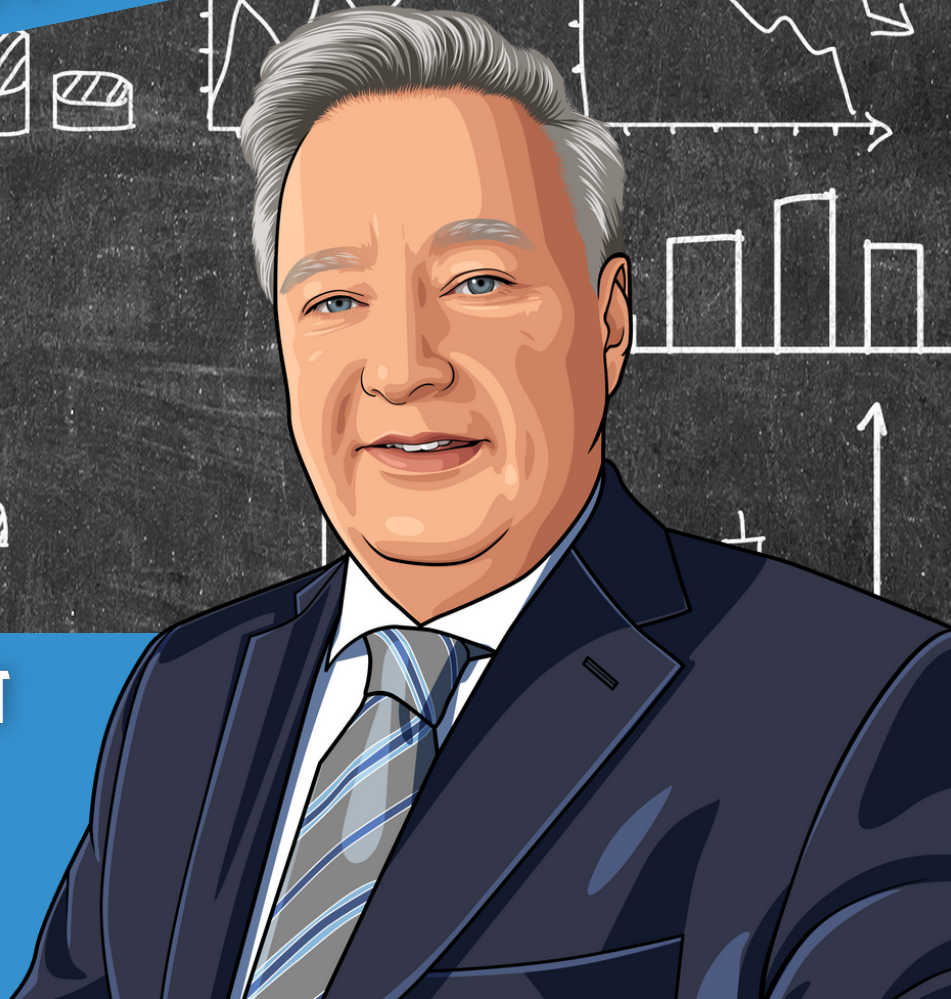


LEAD THE LEADERS IN YOUR HEALTHCARE
**VALUE ANALYSIS
PROCESS**



VALUE ANALYSIS EXPERT

POWER
SUPPLY

Stephen B. Kinsella | President
Data Leverage Group, LLC

Power Supply Value Analysis Expert™:

Lead the Leaders in Your Healthcare Value Analysis Process

Stephen B. Kinsella | President Data Leverage Group, LLC

In this expert series, we delve into your healthcare value analysis process, focusing on key stakeholders beyond the value analysis coordinator. Building a truly successful and sustainable process requires engagement from stakeholders at various levels. Gone are the days when value analysis was solely the responsibility of the coordinator. In today's world, where doing more with less is the reality, buy-in from all levels of the operation is essential.

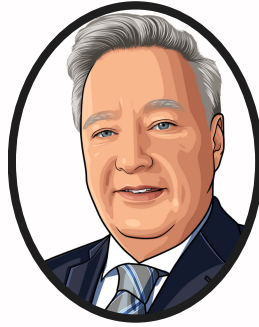
Top-Level Support: C-Suite and Supply Chain Leaders: Achieving success starts with buy-in from the highest level of leadership - the C-suite. They must not only understand and support the value analysis process but also visibly demonstrate their commitment to it. Additionally, supply chain leaders play a crucial role in the operational success of any value analysis process. Their assistance with system data, sourcing, and stocking is integral. It's imperative to garner support from these key players.

Empowering the Value Analysis Coordinator as a Leader: The value analysis coordinator typically owns and orchestrates the entire process, making their role pivotal. It becomes clear that value analysis coordinators must confidently lead the leaders. But how can this be achieved? By keeping all stakeholders engaged throughout the process. The best way to accomplish this is by utilizing a process-centric workflow platform that respects their most valuable asset - time.

Efficient Communication is The Key to Success: Technology can help to keep all stakeholders actively engaged, informed, and alert exactly when needed. This must include the C-suite and supply chain leaders, but the information must be relevant to the audience. Leveraging a value analysis platform can provide full visibility and access to the process while eliminating the need for leaders to search for answers. Engaging your organization's leadership proactively with relevant information and visibility empowers them to access the what they need when it suits them and ensures that no one's time is wasted.

Have more value analysis questions? Contact Stephen at: skinsella@dataleveragegroup.com

Power Supply Value Analysis Expert™ Biography:



STEPHEN B. KINSELLA

President  DATA LEVERAGE GROUP

Stephen B. Kinsella is the founder and principal of Data Leverage Group, LLC. He is a supply chain management professional with over 20 years of experience in the healthcare supply chain. As President of DLG, Steve is responsible for the strategic direction of DLG. He is also responsible for all business development and strategic partnerships. In the past, Steve has helped many healthcare organizations to assess and identify non-labor savings opportunities, from operational redesign and improvement projects to extensive supply cost reduction. His focus has been to identify quantitative, data driven opportunities for savings and improvements that support quick implementation by working closely with supply chain and value analysis teams.

For all your value analysis questions, you can contact Stephen at skinsella@dataleveragegroup.com or visit the DLG team at dataleveragegroup.com



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