



**Advantus**  
Health Partners

# Clinical Resource Program Management

Building clinical relationships through supply chain



Organizations like yours are embracing the concept of clinical transformation to reduce supply chain costs and improve quality. Successful transformations integrate clinicians in all aspects of supply chain, from decision making to strategy implementation. We can help you build a program that bridges the gap between defining strategy and achieving results.

[AdvantusHP.com](https://www.AdvantusHP.com)

## Clinical Resource Program Management

With Clinical Resource Program Management, we confront the clinical barriers that impact a successful product introduction with people who can walk the walk and talk the talk. Our Clinical Resource Program is built on people, specifically clinicians. Clinical Resource Program Managers (CRPMs) are certified clinicians with years of experience in a clinical setting. They work with you, in the hospital setting, to translate decisions made by value analysis; all the while increasing engagement and ultimately impacting patient outcomes in a positive way.



### Experience seamless conversions

CRPMs engage hospital clinicians and executives from the inception of a supply chain project. As a result, implementation plans involve all relevant stakeholders, address related inventory management, and assist with gaining physician alignment prior to day one of conversion.



### Identify and solve for product concerns quickly

CRPMs are informed of daily operations to monitor patient outcomes, report on end-user dissatisfaction, and understand when conversion fatigue impacts adoption.



### Communicate effectively to increase contract compliance

Armed with the ability to identify actionable data, CRPMs continuously monitor contract value creation and translate purchase, utilization, and savings data into a user-friendly dialogue to further engage physicians and clinical leadership when opportunities arise.

Supply Chain leaders rarely juggle just one initiative or project. Between industry disruptions, manufacturing changes, labor shortages, and the day-to-day interruptions, focus on new product implementation can waver. Investing in people who manage, monitor, and track progress alleviates some operational strain, minimizes clinician discomfort, and secures value for your organization.

## Improve patient outcomes and quality of care

Clinical transformation results from powerful tools that focus on assessing and continually improving the way patient care and supply chain practices are delivered throughout an organization. From product standardization to complete clinical integration, our Clinical Resource Program makes sure your supply chain program leads with clinical efficacy.

Advantus Health Partners' Clinical Resource Program Management offers two levels of engagement.

- Program Development - Advantus has a clinical solutions team ready to build a customized clinical resource program using use your own workforce.
- Let Advantus do the work. Our experts will manage a CRPM for your facility through our own team.



### Product standardization

Enhance your vendor and SKU consolidation and improve the utilization of clinician and physician preference items



### Initiative success

Leverage utilization and savings data to secure clinical support for cost savings initiatives



### Waste reduction

Identify clinical variation and the associated waste reduction in multiple environments of care



### Risk mitigation

Receive support during recalls and product shortages and appropriately identify and communicate substitute items



### Process improvement

Build out supply chain processes such as new product requests to improve speed to value



### Quality assurance

Ensure alignment to relevant standards such as National Healthcare Safety Network (NHSN) and Centers for Medicare and Medicaid Services (CMS)



### Clinical integration

Manage discussions regarding clinical product aspects and reduce administrative demand of clinical staff and leaders

## Don't settle for the status quo

Quality assurance and throughput in any industry is critical. In health care, the stakes are even higher. When patient outcomes are on the line, the work done in value analysis is imperative.

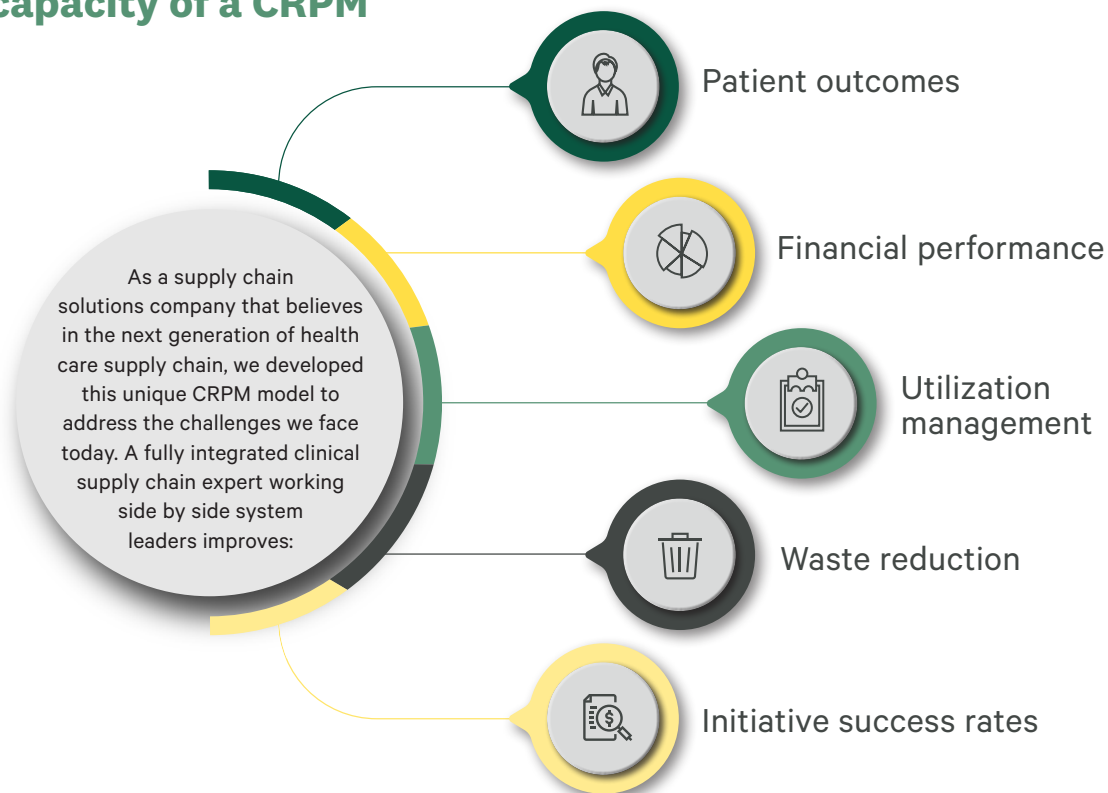
More often than not, the bulk of work done in value analysis happens prior to contract signature. As a result, Operations is often left to implement the changes without the necessary clinical support. Many organizations use educators or department managers to try to fill that void, but those groups have competing priorities and little or no training on value analysis. Often times, this gap can lead to slow or failed supply chain projects.

As a result, concerns and challenges regarding product implementations are voiced too late, delaying the path to value.

## Embrace a comprehensive approach to value analysis

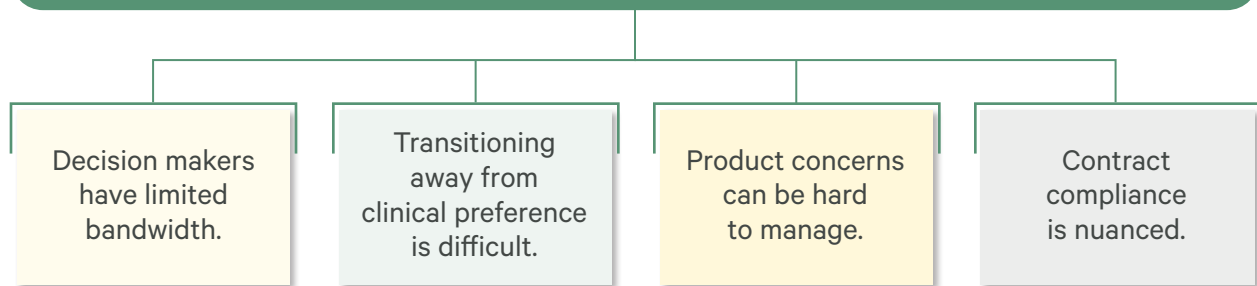
Advantus Health Partners' Clinical Resource Program Managers (CRPMs) take decisions made through value analysis and make them a reality. They leverage strategic partnerships to deliver a successful value analysis program – from inception to implementation to contract compliance – quality assurance remains in focus.

## Experience the dual capacity of a CRPM



## Transform your health care supply chain

We recognize the challenges you experience...



### ... make supply chain easier with Clinical Resource Program Management

Our CRPMs support health care systems with a desire for an improved supply chain initiative process. If you are looking to optimize your value analysis model, achieve savings through contract compliance, and secure clinical buy-in this solution is for you. **For more information, scan the QR code or visit [advantushp.com/contact](https://advantushp.com/contact).**



Advanced Health Partners' Clinical Resource Program Management is a Clinical Transformation solution with two levels of engagement. Depending on your needs, Advantus can either:

- 1 Program Development - Use our expertise to build your own CRPM program, staffed by you.
- 2 Staffed CRPM - We'll provide you with a trained CRPM on the Advantus team.