

Introduction

What is Radiology Medical Equipment?

Equipment that utilizes medical imaging techniques such as x-rays, computed tomography (CT), magnetic resonance imaging (MRI), nuclear medicine, fusion imaging and ultrasound to diagnose, treat disease and injury.

Role of HQ Strategic Procurement

Procurement staff are expected to summarize complex vendors' RFP submissions. This helps to reduce evaluation time required of the clinicians so that they may spend more time in diagnosing and treating patients. Staff also act as the bridge for all clarifications with vendors, and ensure all users' requirements are met.

Aim

Establish a framework that offers the following benefits:

- Enable procurement staff to learn Radiology Medical Equipment technology so as to empower them to engage the clinicians in a more effective manner.
- Eliminate staff fatigue as a result of summarizing the lengthy and complex Vendors' clinical solution proposal.
- Help clinicians keep track of the differences in the solutions offered by vendors, so that they can make faster and better decisions.
- Enable a robust term contract model that allows other PHIs to leverage on it regardless of the differences in clinical specialties.
- Improve productivity, eliminate duplication of sourcing efforts and reduce human resources required of the PHIs, ALPS and Vendors

Challenges

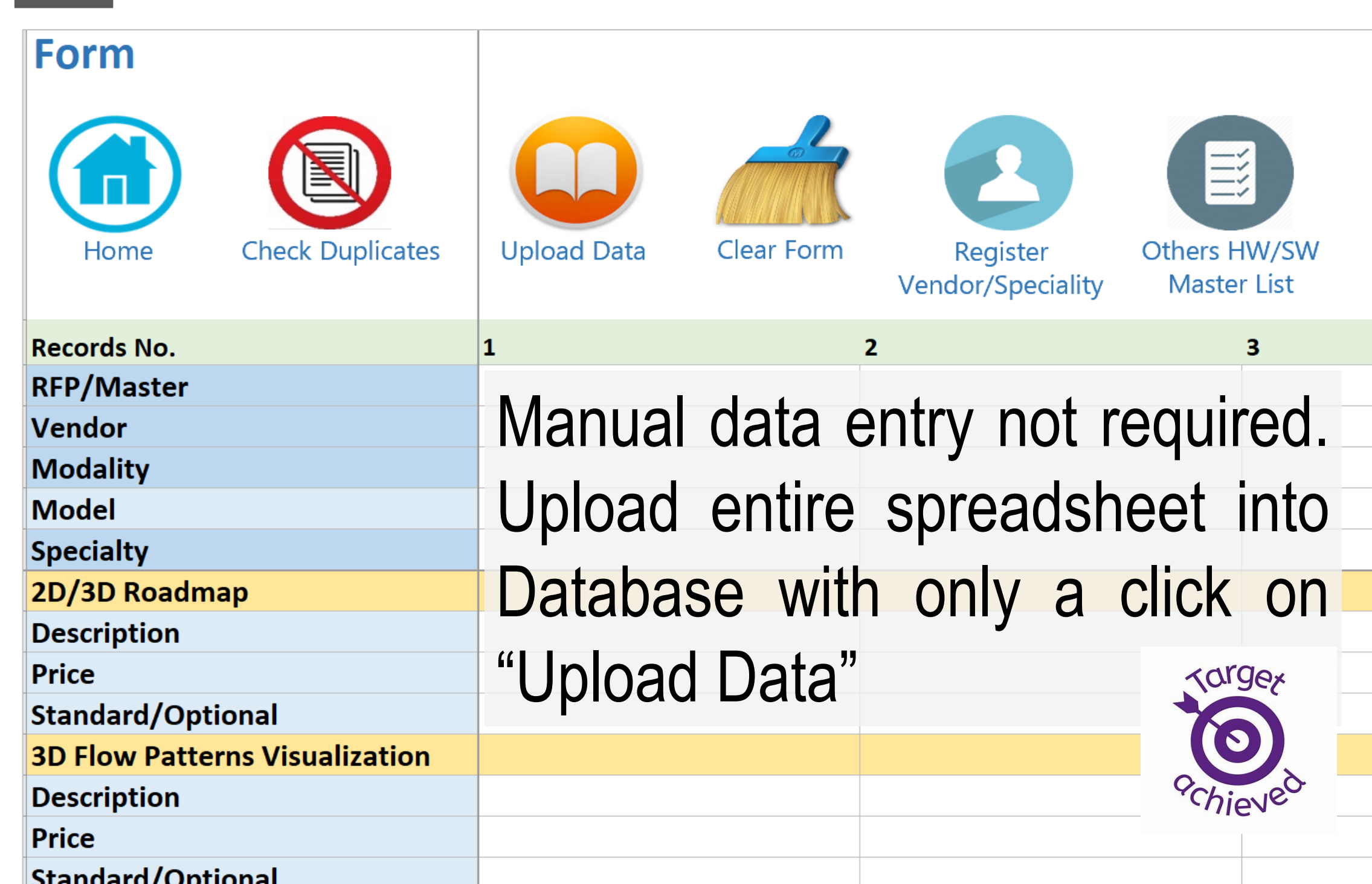
- Procurement staff does not possess the domain knowledge in Radiology Medical Equipment. Hence, lacks confidence when communicating with the clinicians and understanding their needs.
- Summarizing lengthy and complex Vendors' clinical solution proposal is time consuming and often resulted in staff fatigue. Time spent to summarize each RFP can take up to 25 working days.
- Due to the complexity of Radiology Medical Equipment technology, it is difficult for clinicians to keep track of the differences in the solutions offered by different vendors.
- Due to complexity of the RFP evaluation, clinicians can take up to 20 working days or more to firm up clinical applications after vendor presentation and clarifications.
- Though a contract has been established with the awarded vendor, other Public Healthcare Institutions (PHIs) are unable to leverage on it due to different configurations and clinical specialties. Hence, the need to duplicate sourcing efforts on the same equipment modality. Estimated annual RFP sourcing per year is around 40 events.

Methodology

- 1 Collaborate with vendors to develop Clinical Application Database (Program developed by ALPS)
- 2 Enable upload of *each* Vendor's clinical solution proposal into the Database using Forms by modalities
- 3 The database shall include a full suite of clinical applications of *ALL* the specialties from all vendors
- 4 Enable generation of Report from Database by user selection for RFP evaluation and learning purposes

Results

1 Created Forms and Database by modality and clinical specialties

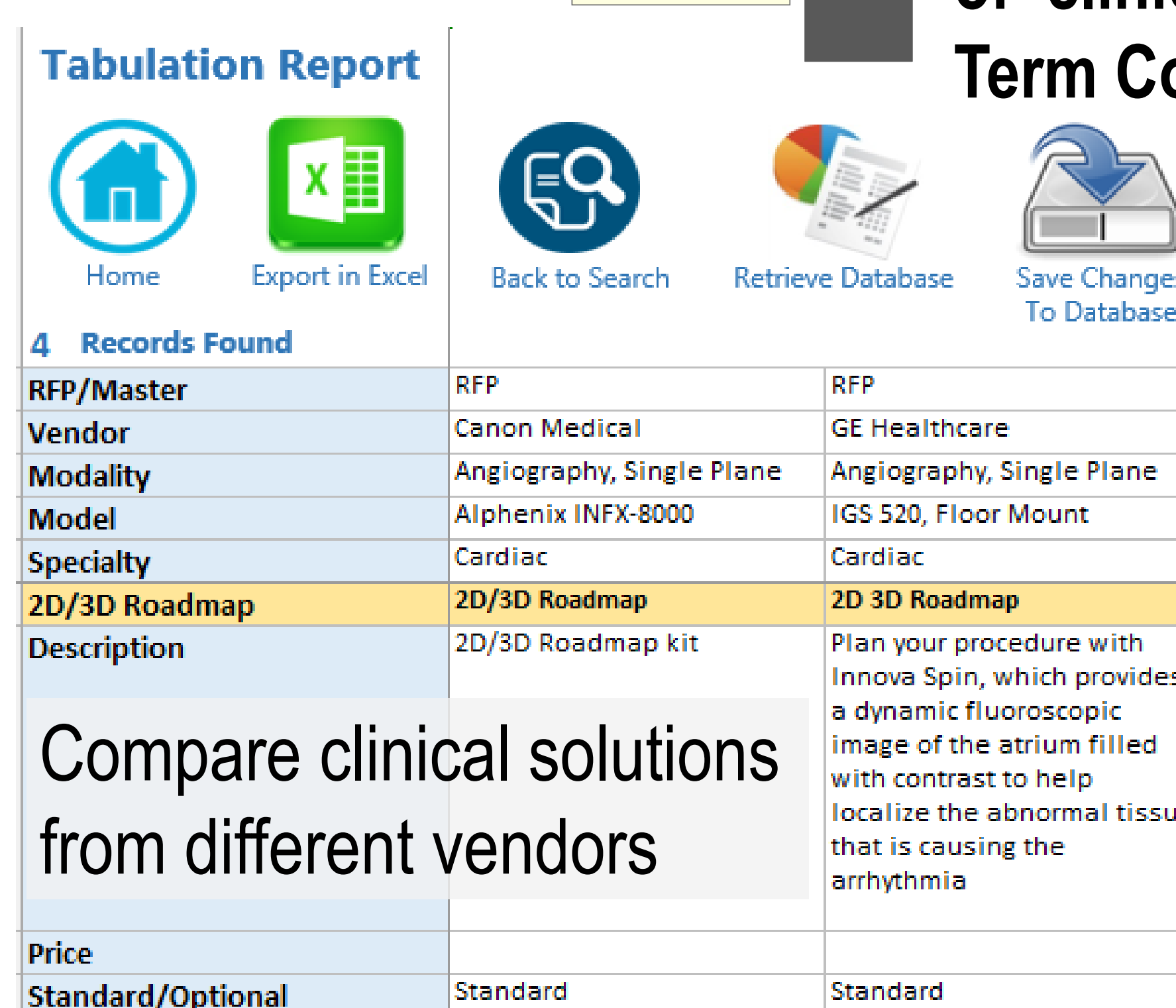


Eliminated Staff Fatigue: Time required to summarize vendors' proposal has reduced from 25 working days to 2 working days. i.e. 92% time reduction

Conclusion:

This solution was developed based on ALPS focus on Process Improvement, Partnership and People. Its aim is to benefit internal stakeholders, procurement staff and the vendors!

Enter Search Fields					Hide Optional Fields				
RFP/Master	Vendor	Modality	Model	Specialty	Standard Accessories	Optional Accessories	Monitor/ Server /Workstation	Key Applications	Other Features
RFP		Angiography, Single Plane		Cardiac					



Learning/ Evaluation: Procurement staff will present to the clinicians to help them understand the offers submitted in the RFP. Time required to firm up final requirements reduced from 20 working days to 10 working days. i.e. 50% time reduction

2 Generate Report for learning and evaluation. Full suite of clinical apps enables the setting up of a robust Term Contract that covers all clinical specialties



Robust Term Contract: Eliminate duplicate open sourcing efforts, reduces evaluation time and human resources required of the PHIs, ALPS and Vendors too!