



Connect

Our Mission:

To increase purchases of goods and services by large companies and Government entities from Minority-Owned, Women-Owned, HUB-Zone, and Service Disabled Veteran businesses

USDC 2012

January 2012

Dear Utah Supplier Development Council Members,

Happy New Year to each of you.

My name is Marian Hein and I have just been elected President of USDC for 2012. I am excited to take on this opportunity and help each of you achieve some of your goals with respect to meeting and contracting with some of our large contractors.

For those of you who don't know me, I am the Associate Director of Salt Lake County's Economic Development program. Salt Lake County Economic Development is a unique organization. Besides working with 16 cities, 17 Chambers of Commerce, and a number of community councils, we also serve as primary government to the unincorporated locations within the county such as Kearns and Millcreek.

Our primary mission it is to help small businesses succeed. Because Mayor Corroon comes from a small business background, he understands that small businesses are the growth engine of the state. His direction to us early on was to make sure we are helping small companies. Our membership in USDC is a perfect fit in helping businesses where we can.

Most of you know Nancy Orton, who has been elected the Chairman of USDC. Nancy has been with the State of Utah Division of Purchasing for over 30 years, currently serving as the Assistant Director and formerly a purchasing agent. Nancy knows the ropes and has seen purchasing processes change and become more efficient. She will be a wonderful resource to each of you.

January's USDC meeting is scheduled for Thursday, January 19th. We are excited to have Intermountain Healthcare, a member of USDC, start our new year off this January. As most of you know Intermountain Healthcare is one of Utah's healthcare providers and has been very influential in healthcare matters both in our state and nationally during their 37 year tenure. Intermountain's Supply Chain Executive, Brent Johnson, will share with us an overview of Intermountain healthcare reform issues facing us, and how and why Intermountain embarked on creating a new Supply Chain Organization (SCO) and how to do business with Intermountain Healthcare.

The location of the meeting is at 36 South State Street in the Key Bank Building located in the new City Creek Center. (Don't go to the IHC Hospital to find us). Enter the building on State Street and proceed to the 16th Floor, Security Office. Park instructions here.....

I don't know about you, but I'm excited to see the City Creek Center from 16 stories above. It should give us a pretty good idea of how close they are to making their March 2012 opening.

Again, on behalf of the entire USDC board, I wish you a Happy New Year and look forward to getting to know each of you better. Please feel free to contact either Nancy or myself if you have any ideas for speakers or ways that we can help your business succeed.

Marian Hein
President, USDC

Welcome Vendors

This brochure was designed to provide useful information about Intermountain Healthcare's Supply Chain Organization and its relationship with vendors.

The Supply Chain Organization (SCO) was established in 2006 to facilitate the management of non-labor expenses for Intermountain Healthcare.

SCO Goals Are To:

- Improve customer service
- Support quality initiatives
- Reduce total costs
- Create a more efficient supply chain

Major Supply Chain Departments Include:

- Purchasing
- Clinical Sourcing
- Non-Clinical Sourcing
- Contract Administration
- Purchase Card Administration
- Courier Services
- Equipment Resource Management
- Finance and Information
- Materials Management
- Central Laundry
- Travel and Meeting Management



Contacting Intermountain's Supply Chain Organization



If you have questions, please call 801.442.3000 and your call will be directed to the appropriate individual.

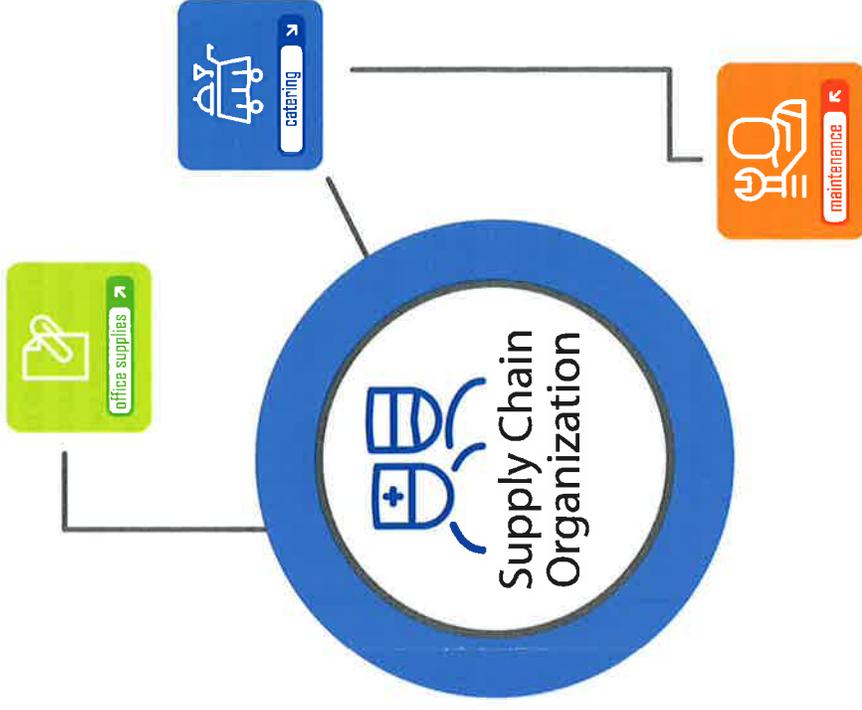


You can also e-mail the Supply Chain Organization at SCO@imail.org



Or visit the Purchasing website at <https://intermountain.net>.

The Supply Chain Organization is located in the Key Bank Building, 36 South State, 8th Floor, Salt Lake City, UT 84111.



Visiting Intermountain

To enhance efficiency and protect patient and staff safety and privacy, Intermountain requires that vendors register and complete an online orientation prior to calling on any Intermountain Healthcare facility. To create an account, log on to www.status-blue.com. If you have questions, please call Status Blue toll-free at 866.383.2583. A vendor badge will be issued each time you visit an Intermountain facility. Badges are valid for 12 hours and are limited to those areas in which appointments have been scheduled. Each Intermountain facility has designated a location where vendors are required to check in. For specific facility check-in locations, visit the Status Blue web site.

- Appointments must be made in advance.
- Normal business hours are 8:00 a.m. to 4:30 p.m. thru Friday, but may vary by facility.
- Meetings and sales calls should not be held in patient care areas.
- Gifts, food and other inducements are not allowed.



Shipping and Delivery

- Purchase Order (PO) numbers must be referenced on all invoices and packing slips. Invoices/packing slips without the PO number will result in delayed and/or non-payment until the information is provided. Shipments and deliveries must be made at the location specified on the PO, with the appropriate PO number and packing slip on all crates, cartons and packages.
- Intermountain's purchasing department has sole authority to commit funds for products, equipment and services.
- All P-Card shipments must be clearly identified as such on all crates, cartons and packages.

Working with Intermountain

Intermountain is one of the nation's most reputable healthcare systems and values its relationships with vendors, supporting our commitment to provide quality, value driven healthcare to the communities we serve.

Intermountain's purchasing, contracting and sourcing are centrally located as part of its Supply Chain Organization. It also has a strategic partnership with Amerinet, a Group Purchasing Organization in the healthcare industry.

The Supply Chain Organization's objective is to develop and manage the strongest contract portfolio for Intermountain Healthcare by utilizing both the Intermountain and Amerinet portfolios. Part of that process includes the requirement that vendor contracts meet Intermountain's clinical and financial criteria and objectives.

Please consider some of the characteristics that Intermountain believes make for good business relationships with our vendors:

- Intermountain is committed to processes in support of managing total costs, quality initiatives and customer service.
- Intermountain is interested in developing enhanced business relationships, as appropriate, with vendors interested in performance management and process improvement.
- In return, please know that supplier quotes, requests for proposals and bids are strictly confidential.



For Potential Vendors

Please submit a Letter of Introduction (LOI) regarding your company that includes, but is not limited to, the following information:

- A brief history and background of your company.
- The products, equipment or services that you are interested in presenting.
- Whether those products, equipment or services are clinical or non-clinical in nature.
- Your company's representation and geographic coverage.
- Whether you sell direct or through a distributor. If distributor, identify authorized distributors.
- Whether you have an existing Amerinet agreement.
- Are you currently working with an Intermountain facility or operation? If so, identify the facility/operation and contact person.
- Identify approximate annual spend with Intermountain Healthcare.
- Other helpful information that will be important in our review of your company.

