

## Strategic Sourcing in Healthcare

From hospitals to care homes to healthcare support networks, the healthcare industry provides critical wellness and life-saving care to patients around the world. Amidst supply chain disruptions and managing both remote and in-office care, leading institutions have re-tooled their operational strategies to stay ahead of the changing world of healthcare.

Innovative procurement teams at healthcare institutions are leveraging software solutions to collaborate from anywhere and align tightly with the business. With collaborative tools to manage suppliers and provide

real-time information to business partners, procurement and sourcing have the agility to meet the evolving needs of their institution, protect patients and caregivers, and plan strategically for the future.

### Top Priorities for Healthcare

Sourcing and procurement professionals in the healthcare industry have found creative solutions to support their patients and their evolving needs. The following initiatives are top-of-mind for these procurement leaders:

- Supporting safe remote and in-person operations
- Preserving cash reserves by rethinking business models
- Protecting a diverse, scalable supply chain

### Pivoting Operations to Virtual and Telehealth

To balance remote and in-person care, many healthcare institutions have implemented telemedicine in order to meet their patients' needs. With patients spread across geographies and many healthcare professionals working remotely, collaboration technology like instant messaging becomes critical not just for patient communication, but for supplier networks as well.

Procurement teams with digital collaboration capabilities are able to update stakeholders, communicate with suppliers, and discuss RFX events – all in real time. These collaboration tools also help eliminate disparate email threads and centralize supplier and contract data for a single source of truth.



The pandemic-driven migration of work from the workplace to the home has accelerated health care companies' movement toward the future of work, opening up opportunities for innovation, greater diversity, equity, and inclusion, and a focus on well-being.

[Deloitte](#)<sup>1</sup>

## Preserve Cash Reserves by Rethinking Business Models

Healthcare companies have experienced some success with virtual healthcare, saving on in-person visitation costs while also protecting patients' safety. As procurement professionals in healthcare look to the future, many are considering virtual healthcare a promising, cost-effective option for their institutions.

Successful sourcing leaders in healthcare are also partnering with key suppliers to drive strategic cost savings. Those with complete visibility into their vendor relationships and mechanisms for supplier evaluations and feedback can closely collaborate with strategic suppliers to achieve mutually beneficial solutions.

## Protect a Diverse, Scalable Supply Chain

Ongoing disruptions to the healthcare supply chain have required strategic sourcing leaders to monitor suppliers beyond Tier 1. Sourcing leaders in healthcare are diversifying their supply base, opting to partner with smaller suppliers to fortify their supply chain.

Additionally, healthcare procurement leaders are using technology to dig deeper into their project funnels, timelines, and resources for future quarters. When finance, stakeholders, and procurement have real-time visibility into their projected spend and contractual obligations, they are empowered to drive enterprise-wide impact and achieve better business outcomes.

## Harvard Business Review Key Insights

**95%** of leaders report disruption to sourcing and supplier management processes from the pandemic.

**92%** of leaders classified the digital maturity of sourcing and supplier management processes as less than best-in-class going into the pandemic.

**60%** of leaders say the pandemic has fast-tracked plans to upgrade and automate sourcing and supplier management.<sup>2</sup>

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Today, nearly 90 percent of all RFx's are run through [Workday Strategic Sourcing], leading to increased transparency, adherence to the sourcing process, and improved business outcomes.



**Manager**  
Corporate Procurement in Healthcare

### For Finance Leaders

- Gain real-time visibility into procurement spend in Workday to proactively manage cash-flow
- Assess financial risk within the supply base and develop strategies to optimize relationships
- Streamline reporting and analytics across the business for actionable insights into resource allotment

### For IT Leaders:

- Tap into Workday to focus on driving down infrastructure-related costs
- Meet compliance targets and mitigate risk by managing obligations in one searchable platform
- Reduce costs associated with auto-renewals by maintaining all supplier and contract data in one collaborative location

From renegotiating with strategic suppliers, to driving enterprise-wide cost-savings, to supporting remote care, procurement teams in Healthcare are mission-critical to the success of their institutions. With technology behind them, leaders like you have elevated the office of procurement and helped secure strong futures for their enterprises.

Want to know how you can achieve better business outcomes? Find out how [Workday Strategic Sourcing](#) can help you streamline your procurement processes, track your projects, and manage your suppliers with a single, intuitive solution.

1. Deloitte, "Covid-19 as a Catalyst"
2. Harvard Business Review Analytics Services, "[Managing Procurement Risk: Enterprise Agility for a Changing World](#)"



+1-925-951-9000 +1-877-WORKDAY (+1-877-967-5329) Fax: +1-925-951-9001 [workday.com](http://workday.com)

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