

AHSPO Journal



Association of Healthcare Supply and Procurement Officers

June 2024

The AHSPO Journal. The Voice of Procurement.



7 Trends to Watch

Empowering Tomorrow's Procurement

IN THIS ISSUE

CEBU SURGICAL PROGRAM 2023 | CONFERENCE 2024 PROGRAMME

WHO AM I? | SOCIAL PAGES | SECRET WINE BUSINESS

Quality time for better care



Contents

JUNE 2024



Membership Report

Total Registered Members: 399
Full Members: 267
Corporate Members: 104
Associates: 5
Life Members: 13
Industrial Liaison
Group Members: 10

Advertising

Contact
Julian Brown
Art Director
julian@thelekkeragency.com.au

Aldo Santo
President
0409 299 413

Editor: Aldo Santo
aldo02@bigpond.com

Art Director:
Julian Brown

Staff Writers:
Ricky Mutsaers
Jaime Watts

LEKKER A Lekker publication for AHSPO
The Nice Agency.

p.2

Snapshots

Updates from in and around our Industry.

p.5

President's Report

Aldo Santo shares the latest Association news.

p.6

Empowering Tomorrow's Procurement – 7 Trends to watch

TBC

p.22

Cebu Surgical Medical Program 2023 – My experience as a Charity Champion

Member article

p.25

Social Pages:

Spot yourself and your friends.

p.29

Conference 2024 Programme

It's almost here! Tickets have sold out, but you still need to know who to see and when. Get the programme here.

p.38

Infusion in the home

Moving care from hospital to the home.

p.40

Secret Wine Business

Peter Lack reviews this edition's wine. It has a weird name.

p.42

Who am I?

Guess this prominent health and science personality and win no prize.



Snapshots



Peninsula Health Clean Up Day a success

Peninsula Health is committed to improving its local environment by collecting litter across all Peninsula Health sites to ensure it doesn't end up on local streets and make its way into local waterways, parks and gardens.

On Thursday 23 November 2023, Kimberly Clark Professional (KCP) staff joined Peninsula Health staff volunteers for 'Peninsula Health Clean Up Day'. Support Services and Waste Management staff were on hand to discuss the importance of recycling, how to segregate health service waste; and how to improve recycling rates.

As a partner of Peninsula Health, Kimberly-Clark Professional staff were invited along to support and participate in the initiative.

KCP Southern Region Account Manager Julian Westcott said, "What I found most noticeable & gave me a huge appreciation for being mindful of the types of waste we generate, was the volume of key waste types found through the grounds. Namely, plastics from food stuffs and facility packaging, cigarette butts and polystyrene and foam – that looked to be quite old. We all need to do what we can to mitigate the spread of these types of waste products in our environments, including reducing them and the elimination of them altogether with the right product choices."

Snapshots

Australia's \$13B generative AI leap to personalised medicine

Generative AI is poised to revolutionise Australia's healthcare sector by 2030, potentially injecting up to \$13 billion annually.

This transformative technology is expected to enhance patient care, streamline administrative tasks, and foster the development of new drugs, making healthcare more personalised and efficient.

The collaboration between Microsoft and the Tech Council of Australia underscores the vast economic and productivity benefits, urging swift, responsible adoption to maximise its potential while ensuring patient safety and privacy.

Revolutionary Aussie artificial heart receives major funding

In a pioneering advancement for cardiac care, Australia witnesses a significant leap with the introduction of an innovative artificial heart.

Backed by a substantial financial boost, this cutting-edge technology promises to revolutionise treatment options for heart failure patients and offer them a new lease on life.

The development reflects Australia's commitment to leading in medical technology and patient care, underscoring the potential for groundbreaking treatments in the battle against heart diseases.

A new horizon in bowel cancer treatment

A recent breakthrough in oncology has emerged as a significant advancement in the battle against bowel cancer. The new Australian discovery that puts bowel cancer "on ice" holds a lot of promise for the early detection of the disease.

Bowel cancer is the second biggest cause of cancer deaths in Australia, so this development has marked a pivotal moment in cancer research, potentially leading to more effective treatments and saving countless lives.

This discovery highlights the importance of continued investment in medical research and innovation, signifying a potential turning point in how bowel cancer is treated not only in Australia but worldwide.

Addressing the challenges of ED overcrowding

Australia's emergency departments are facing escalating demand, significantly outpacing population growth with over 8.8 million presentations in 2022-2023.

The Emergency Medicine Foundation (EMF), recognising the critical need for improvement, has initiated a \$1.3 million research funding effort. This funding aims to innovate emergency care practices, including pain management for children and efficient treatments for diabetic patients.

EMF's history of fostering impactful research promises potential system-wide benefits, with previous studies suggesting substantial cost savings for the healthcare system. The initiative underscores the pressing need to address the complex challenges within emergency care settings, aiming for enhanced patient outcomes and system efficiency.

Snapshots



Empowering underprivileged communities for sustainable health outcomes

Dr Gaj Panagoda, CEO of Xstitch Health, featured in the Australian Health Journal's People In Health Care series, champions a transformative approach to healthcare for underprivileged communities.

Dr Panagoda has a rich medical background and advocates for community-based care, emphasising a project-based methodology for sustainable health outcomes. Xstitch Health, under Dr Panagoda's guidance, focuses on collaboration with communities and stakeholders to leverage local strengths and address specific challenges.

The initiative proposes a novel funding model for health projects defined by community needs, with significant interest from schools in underprivileged areas seeking to integrate student health services. This approach offers a new role for doctors, blending patient care with systemic improvement. It aims to empower medical specialists to utilize their collective knowledge for broader patient needs, promising a significant nationwide impact.

President's Report

WELCOME TO THE JUNE 2024 JOURNAL

Can you believe we're approaching the middle of 2024 already? That means we're closing in on the end of the Financial year, and Conference 2024 is just a few short months away.

ALDO SANTO
PRESIDENT

It's been a busy start to the year for the Association. Planning for the conference is well underway. As you'll know we have confirmed a theme - Technology in procurement, adapting to a new world. As you know, I'm from the old school of procurement, so I'm looking forward to hearing from our speakers on how technology and human relationships can improve how we work, and the outcomes we deliver for our organisations.

Speaking of trends, this edition of the journal features a timely article from our Education Partner, ArcBlue about what trends are shaping procurement in 2024. It makes for interesting reading, and I encourage you to use it to inspire you to make the most of our education opportunities provided as part of your membership. There is a wealth of knowledge available to you just a few clicks away.

I hope you enjoy this edition of the Journal, happy reading and I can't wait to see you all in August. As always, look after yourselves and each other.

ALDO SANTO
PRESIDENT

Empowering Tomorrow's Procurement – 7 Trends to watch

As we move into the second half of 2024, the doors open on a shifting procurement landscape marked by complex challenges calling for strategic adaptation.

Rising costs across the supply chain, pressure to execute on ESG commitments, a race to invest in digitisation and a complex energy transition are all challenges coming quickly over the horizon.

In the wake of a global talent crisis and with new capabilities required to succeed, procurement teams are not equipped to cope – yet. But with the right support, investment in expertise and training, alignment on strategic goals and a commitment to act, procurement functions can prepare themselves.

ArcBlue Managing Director, Dan Fielding says that “Now more than ever before, procurement has a window of opportunity to make a real impact – not only on the businesses that we work in, but to the world that we live in.”

In this article, we address 7 key trends to watch with advice and tips from the experts on how organisations and procurement teams can prepare themselves to take action.



“Now more than ever before, procurement has a window of opportunity to make a real impact – not only on the businesses that we work in, but to the world that we live in.”

Dan Fielding, ArcBlue Managing Director.



As we move into the second half of 2024, the doors open on a shifting procurement landscape marked by complex challenges calling for strategic adaptation.

Rising costs across the supply chain, pressure to execute on ESG commitments, a race to invest in digitisation and a complex energy transition are all challenges coming quickly over the horizon.

In the wake of a global talent crisis and with new capabilities required to succeed, procurement teams are not equipped to cope – yet. But with the right support, investment in expertise and training, alignment on strategic goals and a commitment to act, procurement functions can prepare themselves.

ArcBlue Managing Director, Dan Fielding says that “Now more than ever before, procurement has a window of opportunity to make a real impact – not only on the businesses that we work in, but to the world that we live in.”

In this article, we address 7 key trends to watch with advice and tips from the experts on how organisations and procurement teams can prepare themselves to take action.

Trend 1

Organisations need to move fast on cost

A major priority for procurement and supply chain in 2024 will be to tackle cost. During 2023, costs rose across the supply chain and businesses have been grappling with higher prices for labour, materials, energy and transportation.

Moving into 2024, companies want and need to act now to mitigate these cost increases. Market trends are starting to show on financial accounts and as businesses move into planning cycles for 2024 and 2025, there is a feeling of urgency to get rising costs under control.

Many organisations, ranging from private sector to government, are seeking external help to optimise their operations, from procurement spend to operating structure, head count and organisational design.



How you can get ahead of rising costs:

Understand your spend

With visibility and transparency on what, where and why you're spending, you can make tactical changes around discretionary spend. Cut travel, stand contractors down over Christmas for six weeks instead of four and postpone noncritical capital projects – all of these tactics can provide quick relief.

Focus on your key categories

Focus on where you can make a significant impact through traditional tactics like supply chain consolidation, leveraging volume and considering alternative suppliers. Sustain your savings through strategic design-to-cost and design-to-value work.

Chris Hodgson, Executive Director, Strategic Initiatives at ArcBlue advises, “A strategic cost program takes more time, it's more complex, you need a different skill set, and you need great engagement and influence with the business to create change. But this is how we're helping most clients ease cost pressures.”

Trend

2

Re-investing in procurement capability is crucial

If the greatest challenge for procurement in 2024 is optimising costs, ensuring the function has the right talent and capability to drive strategic value and cost value programs comes hand in hand.



Companies must continue to uplift procurement talent to become more strategic, focusing on business partnerships that deliver value. Mental agility and resilience are the key "ingredients" being requested of leadership roles.

A talent shortage and high turnover means that procurement departments are in a state of constant change and instability. Procurement teams are also seeing increased workloads and a mismatch of capability within the team to the projects they're being asked to execute.



How you can get ahead of a talent crisis:

Build a rounded development plan

Training is just part of the solution – invest in capability programs that focus procurement practitioners into a more strategic category management path. Retain talent by investing in individual development plans. Jacqui Priestly, Director Learning & Development at ArcBlue explains that investment in your people has never been more important. To upskill talent quickly, she recommends building targeted training plans based on both immediate and longer-term role objectives and to use formal coaching to embed the skills learned through training programs. KPIs and metrics so you can chart a course towards the future."

If your organisation is lacking in specialist procurement expertise, get help

Hire additional resources with requisite category knowledge and make the most of the resource by assigning internal procurement team members to shadow the consultant or contractor to pass on knowledge.

Celebrate and nurture strong performers

"To change the organisational view of procurement, demonstrating high performance in the function is critical. Leverage and develop talent you can scale, teach and who can use their natural business partnering abilities to persuade and influence business units of the value of procurement. Build on their influence with clear KPIs and metrics so you can chart a course towards the future."

Adrian Gjurasic, Executive Director, Asia at ArcBlue

Trend **3**

It's crunch time for ESG

Over the last five years, we've seen companies make commitments to ESG targets in the face of mounting pressure from government, shareholders, consumers and employees.

In 2024, the focus is shifting to how those companies are going to deliver and report on their sustainability commitments – from de-carbonisation to modern slavery to social impact.

Producing consolidated ESG reporting will be vital for organisations to deliver on ESG targets.

There is a significant capability gap emerging for companies to capture and measure data related to Scope 3 carbon emissions, an area that is once again pushing procurement and supply chain into the spotlight across many organisations.

Robust impact measurement and social valuation will become more and more important. Leading companies are now setting ambitious social value targets alongside Net Zero.

How you can get ahead on sustainability commitments:

Don't wait to be asked how you're progressing

Companies should move from a reactive to a proactive position so sustainability procurement can become more valuable and meaningful to the business. Don't wait for a reporting request to demonstrate the impact of ESG initiatives. Instead, embed ESG into the corporate strategy with clarity around delivery and measurement. Get ahead of the game by addressing requirements outside of the sourcing and proposal submission process.

Actively seek to understand your Scope 3 emissions in your supply chains.

Build a baseline understanding of your Scope 3 emissions to help you identify where to prioritise your efforts. You can leverage your spend data to build a carbon cube that will highlight categories and suppliers that have high emissions, so that you can build an engagement strategy focused on the areas where you can make the biggest impact. You can begin those conversations with priority suppliers to address issues now while there's still time.

Build strong relationships with your sustainability champions.

In 2024 procurement teams will need to work smarter with sustainability teams to drive transparency around de-carbonisation by using spend data and desktop analysis to get a sense of their organisation's carbon footprint.

Robust impact measurement and social valuation will become more and more important. Leading companies are now setting ambitious social value targets alongside Net Zero.



Trend

4

Diversifying supply chains will build resiliency

Risk and resiliency remain front of mind for procurement and supply chain leaders. Shipping markets remain highly volatile. Airfreight is still limited as airlines slowly return to full capacity and look to recover losses of the pandemic years.

Global geopolitics remains a threat, with continuing wars resulting in sanctions disrupting commodity markets, nervousness in oil markets and an increasing sense of protectionism everywhere.

Cyber risk is front of mind with mounting supply chain cyber attacks threatening the growth of businesses and impacting governments and critical infrastructure. According to Cybersecurity Ventures, cybercrime is projected to cost \$10.5 trillion in damages by 2025.

Organisations are moving to diversify their supply chains to improve resiliency, whether that be near shoring or re-shoring, without disconnecting relationships with established suppliers, explains Keith Gauntlett, Director at ArcBlue. In doing so, procurement should be vigilant to ensure new suppliers are compliant and adhering to regulations like modern slavery and net zero strategic ambitions.



Procurement leaders will need a much deeper view of their supply chain vulnerability and exposure in order to minimise and mitigate risk. Gaining visibility and building resilience requires investment and companies will need to balance how they pay for it. Options could include absorbing the costs, sharing them with suppliers or raising prices for customers.



How you can get ahead of supply chain constraints:

Build and test the backup plans

Contingency planning involves alternative sources of supply and alternative channels. A major ports operator, DP World Australia recently shut down its terminals around the country to contain a "cybersecurity incident."

Incidents like these show the value in establishing alternatives throughout the supply chain and regularly testing these.

Focus your technology investment on improving resilience

Procurement leaders are likely to increase investment in cloud-based digital technology in 2024 with many organisations motivated to analyse cost reduction opportunities, improve supply chain visibility, understand where emissions lie in their supply base, and source new value chains.

Supplier relationship management is key

By gaining visibility across the supply chain and sharing knowledge and data with your suppliers, you can predict future risks and build more resilient supply chains. Longstanding and collaborative supplier relationships founded on trust will be hugely beneficial to help manage risks in the supply chain.

Trend 5

Digital transformation is snowballing

The growth in digital procurement technology will continue to accelerate throughout 2024, with a special focus on iterations in AI, Procure-to-Pay software, blockchain and robotics.



A 2023 survey of global supply chain leaders predicted that 73% of supply chain technology budgets will be allocated to growth and performance enhancements this year. The most sought after technology is actionable AI and smart warehousing, mobile asset management and cloud platforms, and technology that scales performance, integrating processes and mitigating against cyber risk.

Whilst investment in digital transformation will grow in 2024, it comes with a large caveat. Technology is part of the solution but it is not the solution. Chris Hampden cautions that technology must be implemented with effective processes, structure and capable people. Technology alone will not fix everything.

How you can get ahead in your digital transformation:

Make sure the technology is suitable for your transformation

With new technology shaping the way procurement teams interact with stakeholders and deliver value, choosing the right systems for your business is crucial. Now is the time to understand business objectives, do your research and make sure the technology you choose is aligned with your actual requirements.

Choose a solution that matches your maturity and risk profile.

With many new players in the technology space, procurement has more choice than ever before. A tech start-up may offer a more cost-effective solution that grows and evolves as your organisation matures. Choosing the right solution will depend on your goals and risk appetite.

"Are you a company that's willing to work with and test new technologies, or are you relatively risk adverse and prefer tested and proven solutions?" says Adrian Gjurasic. "Once you understand the benefits and risks, you can effectively select technology solutions that support the change you want to drive."

Ensure AI is providing you with real value.

Barry Ward, Senior Managing Analyst at ArcBlue explains that actionable AI is key. AI is not foolproof and is largely dependent on the quality of the input. It will not always deliver the result you are aiming for unless it is understood and scrutinised with a procurement lens.

Trend 6

*If data is King,
leveraging it is the Ace*

Spend data analytics and its associated insights will be essential for procurement teams to succeed in 2024. Many procurement functions still lack expertise in data management, especially across compliance, Modern Slavery, risk and carbon reporting. Without the ability to leverage their spend data, procurement will miss out on key opportunities to optimise costs, drive sustainability and mitigate risk throughout their supply chain.

"While investment in data technology continues, many procurement teams face the challenge of lacking the necessary skills to interpret and derive intelligence from the data," says Keith Gauntlett, ArcBlue's Director for Hong Kong and China. Developing these skills will help procurement meet the hefty targets and objectives placed on the function. For example, when it comes to Scope 3 emissions and carbon reporting, insights gleaned from spend data will allow procurement to proactively identify key categories and suppliers to focus on to reduce the organisation's carbon footprint.

"While investment in data technology continues, many procurement teams face the challenge of lacking the necessary skills to interpret and derive intelligence from the data."

Keith Gauntlett, ArcBlue Director for Hong Kong and China.



How you can get ahead leveraging your data:

Make sure you're analysing the right data.

Data must be relevant, clean and governed with an emphasis on transparency and granularity on transactional data to target Scope 3 emissions. For many organisations, a small group of suppliers will account for a large portion of Scope 3 emissions. Engaging these suppliers and collaborating on a strategy that ensures supplier data is complete, accurate and verified will be critical.

Build capability in insights, not just analysis

Enhance data analytics skills within the procurement team or partner with a procurement analytics specialist so you are equipped to derive useful insights from your data. Building data analysis skills will give your organisation a competitive edge when it comes to making informed decisions, optimising costs and improving efficiency. Supplier relationship management is key.

Invest in visualising your data.

Invest in visualising your data. "Visual dashboards are invaluable to procurement teams," says Dan Renfrey, Director for Infrastructure and Renewables at ArcBlue. "There are advanced solutions in the market and procurement teams can tap into consultancy expertise to understand what a good dashboard looks like, where the data comes from, the science behind it and crucially – the strategies to use it to make an impact."



Trend

7

Procurement needs to be prepared for the energy transition

The energy sector is in the midst of a sweeping global transformation towards green energy and decarbonisation. The coming energy transition will be especially complex for organisations to navigate. Businesses will need to reengineer processes and roles in order to balance their goals of sustainability with affordability and reliability.

For procurement, the function will be challenged to quickly develop new skills and expertise to fully grasp new technologies, new players and ecosystems. The surge in renewable projects will bring supply chain risks like prolonged lead times in sourcing components, intensified demand, price hikes and scarcity of supply. Businesses will have to make tough choices on where they are sourcing from, how robust their supply chains are and how to get the best prices.

To manage these challenges, procurement teams need to be skilled up and the business aligned on an informed strategy to mitigate risks, capitalise on opportunities and be on the front foot when it comes to transitioning to a renewable future. "Act early, and act decisively," is the unequivocal advice here from ArcBlue Director, Justin Sara.

How you can get ahead in the energy transition:

Everyone is now a producer

From rooftop solar to wind and biomass, new technologies and rapidly declining unit costs put microgrids not just in reach but increasingly a genuinely attractive part of the energy solution for all consumers and thus a key consideration for 2024. The 'make versus buy' comparison can be complex (almost always involving a hybrid strategy) and is a critical first step in category analysis for procurement.

Energy reduction is a valuable lever

Volatile gas markets, still a major part of the energy mix across Southeast Asia, provide an important incentive for energy saving as an immediate value lever for businesses. Every business should have an 'Energy Champion' and team to harness workforce interest and enthusiasm in energy saving. Environmental imperatives are also impactful for the bottom line.

Take advantage of experienced skill sets when you find them

With the energy market rapidly evolving it's vital to take the time and access expertise to understand the new possibilities and approaches. These could range from new affordable technologies that enable organisations to be a producer to long term Power Purchase Agreements (PPA) that actively support the growth of renewable energy projects. This is a complex market and engaging the right expertise is key, even if that means you have to engage a specialist contractor or consultancy.



"Act early, and act decisively."

Justin Sara., ArcBlue Director

Cebu Surgical Medical Program 2023

– My experience as a Charity Champion

Member article

WORDS BY AILEEN SANTOS

The Surgical Medical Program took place 17 – 22 September 2023 and was the first proof of concept for the #Cebu10000 program – a collaboration between Operation Smile and Mölnlycke started back in 2021 to establish a hub-and-spoke model of cleft care in the Philippines, with Cebu City Medical Centre (CCMC) functioning as the hub and centre of excellence for the whole country.

Mölnlycke, together with our partner Operation Smile aims to increase access to cleft care in this underserved region by offering free and safe cleft lip and cleft palate procedures to 10,000 young patients in the first three years of the Centre's operation. But the societal impact goes much further than that.

We work towards raising the level of competence of the local healthcare professionals and have a common vision of offering comprehensive cleft care, from the moment the patient enters the local medical register, through screening, pre-operative environment, nutritional, dental, and logopaedic care, up until full recovery.

Infection prevention training

With this vision in mind, we planned for the three surgical procedure days to be preceded by infection prevention training for healthcare professionals who will be manning the Cebu Cleft Centre of Excellence or giving training to other healthcare workers. Mölnlycke clinical specialists, as well as an orthopaedic ward leader at one of Sweden's local hospitals, delivered training on Mölnlycke products and infection prevention to 21 nurses. The demand for the training was much higher though, as nurse education is hardly formalised in the Philippines and every certification positively affects the chances on the job market.



“Supporting locals is a rewarding experience”.

My personal experience

It was a full week of early to rise and late to bed, on the bus off the bus, walking up and down the ramps to floor 3 down to floor 1! Each night after a very long day we dined on a buffet at dinner, and during the day, a small lunch was provided and that was eaten on the run. We got to know the staff very well and worked alongside them in any capacity that was required. One of the Mölnlycke volunteers was the wheelchair attendant, some of us needed it to just get up the third-floor ramps.

The walk up to the 6th floor to view the area designated for the new cleft centre in the humidity proved to be a challenge, but the views were pretty good, and the new centre will be amazing for the kids. The next Mölnlycke Team to attend the volunteer program in 2024 will be in this clinic for the Surgery Program.

The first couple of days was dedicated to Infection Prevention training for the nursing staff. Then there was 3 days of screening. I can only describe it as organised Chaos.

We played and entertained the kids with bubbles, balloons, and toys where we could, there were many small children from 1 month to 14 years with most of them being around 3-6.

It was very hot and no aircon just a few big fans, some of those didn't work.

The children went through the different stations from photos to vitals, to surgeons and speech pathologists, and dental hygienists. Everything is covered to make sure each patient can achieve a successful outcome. It was a very noisy environment kids playing and laughing and of course some crying which is understandable considering how far some came to be screened (one family traveled 8 hrs to get to the appointment).

We shared some of the toys that had been brought to the clinic from the Mölnlycke champions, all the toys were donated from each volunteer's country Mölnlycke employees, it was a very popular table. Even the Parents enjoyed playing! At the end, some of the toys were handed out to the eager parents, and some were left for the Hospital toy box for the future.



Surgeries at the hospital in Cebu, were very busy. And very hot. We started out the day with a 5.30 am wake-up, breakfast, and on the bus to the clinic.

We began next to the Operating Room, where we had four anxious mothers and their young babies getting ready for surgery. There was a little bit of crying for the babies who understandably were hungry and tired having had to fast before the operation and lots of strange people around.

The first mother handed over her baby to the Anaesthetist and she was overcome with emotions. It was probably a little fear and relief, and a mother's instinct that had her sobbing so much, so I took her outside sit and wait. Gradually one by one, the four mothers came out and wept. One of the mums was praying quietly for success. They all found the courage to go for a walk to get something to eat and drink before returning to collect their children and help them recover.

The surgeries were performed in two theatres with two tables per theatre, that's one small room and two teams per room plus trainees, a photographer, hospital staff trainees - that's a lot of people!

The recovery was right next to theatres had four beds in one room, a very tight space with no air conditioning and nothing but a loud fan. It was quite a grounding experience, we're so lucky in our part of the world.

We played with the kids during the day to keep them busy and help the parents relax a little, and they were just so appreciative. Once the first batch had finished and been collected the joy on the mums' faces was priceless, they were so happy smiling so much. And just so thankful for the opportunity for their children to be 'normal'.

It was such a heartwarming experience.

One little boy I followed through the process was Brien, he was eight and had been bullied at school. As a result, he was becoming self-isolated in his community, he had surgery as a baby and now seven years later was getting his smile reviewed, he was scared. I told him I would hold his hand all the way through and stood next to him as he was put under and when he woke up. His mum, the nurses and the whole room in recovery were crying including me, and hearing about his journey was super emotional.

When I checked on him the following day, he was so excited and my new best friend.

I got a message from his mum on Facebook after we got back, she said he is doing really well and gaining his confidence back and she said to thank Mölnlycke for everything they do to help these children.

At the end of the program, 92 Patients were screened, and the total number of patients operated on was 61. With 1 extra - a volunteer nurse who had a cleft lip operation as a child and grew up to be a nurse, was gifted a review surgery. How is that for giving back!

There are so many volunteer heroes that make this program succeed, it was such an amazing fulfilling experience to have. I'm grateful for the opportunity.

for the training was much higher though, as nurse education is hardly formalised in the Philippines and every certification positively affects the chances on the job market.

Social Pages

AHSP0 CONFERENCE 2023

Did you make it to last year's Conference? To get revved up for Conference 2023, let's have a look back at last year's event.



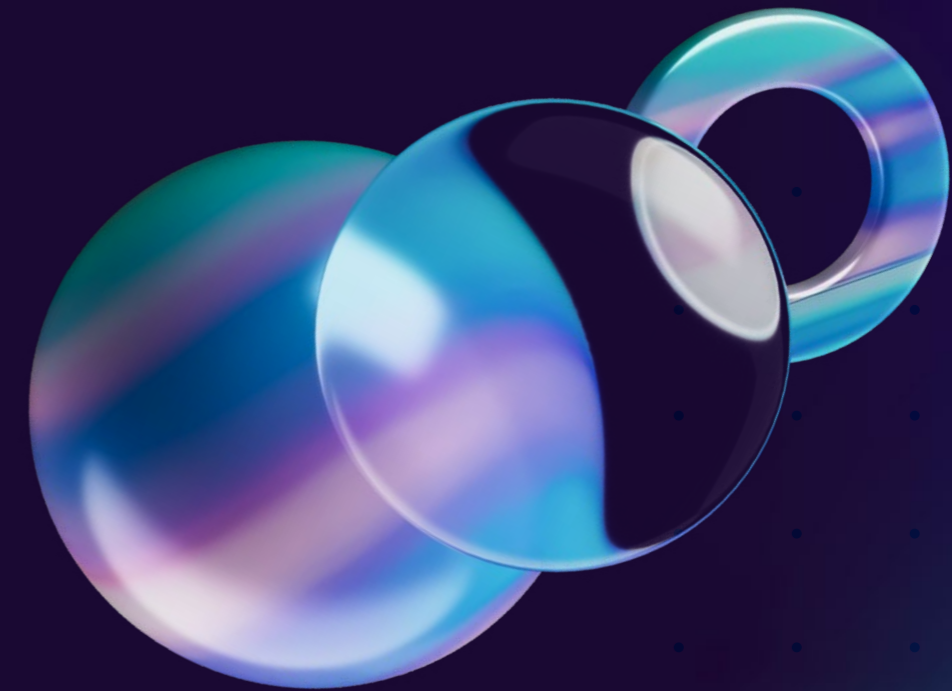




34TH ANNUAL CONFERENCE

Conference Programme

TECH IN PROCUREMENT. ADAPTING TO A NEW WORLD.



Welcome to Conference 2024.



It's with great excitement that we gather again for the latest installment of the AHSP0 Conference.

This year's event is timely—we've seen great shifts in supply and procurement over the past three years. Driven by major global events, supply chain pressure has increased, and our profession is evolving to keep up with demand.

Being from the 'old school' of procurement, I believe in building positive working relationships that benefit both sides. However, technology is increasingly playing a role in how effective we are at our jobs. Technology, alongside our foundational principles of procurement, enables us to work smarter and faster than ever.

This year's conference will deep dive into Technology in Procurement and explore trends shaping our profession. You'll learn how to prepare yourself to take advantage of the benefits technology can bring and have some fun while you're at it.

I hope you enjoy this year's event.



Aldo Santo

President
AHSP0 Incorporated

Wednesday 14th August

Session One

2:00pm – 5:30pm

Delegate and Corporate Registration

Gala Dinner Ticket purchasing

6:00pm – 6:30pm

Welcome Reception

President of AHSP0, Aldo Santo and Councillor from Surf Coast Shire

6:30pm – 9:00pm

Exhibition Reception & Exhibition Opens

Proudly supported by our Gold Sponsor, **Ultra Health Medical**



9:00pm

Close of Exhibition and Day 1 program

Welcome to Mantra Lorne

We're excited to return to Mantra in Lorne for this year's conference.

A historic location, known as one of the oldest guest houses in Victoria, Lorne is most notable for its rich history and charming accommodations. Stroll through the expansive gardens or take in the breathtaking beachfront views of Lorne's surf beach. In the vicinity of Great Otway National Park is a nature lover's playground, close to natural wonders such as the awe-inspiring Great Ocean Road. You can take in the rich ochre cliffs of Bells Beach and the leafy green eucalypts lining the coast of Bass Strait. Mantra offers luxurious accommodations, world-class facilities, and an oceanside backdrop. Breathe in the sea air and feel refreshed and revitalised for this year's AHSP0 conference.



Thursday 15th August

Session One

6.00am – 8:30am Breakfast in the dining room for all in-house guests

8:30am – 8:50am **Welcome**
President of AHSP0, Aldo Santo and Joe Hackett
MC Emily Rice Sponsored by our Diamond Sponsor, **Aidacare**



8:50am – 9:00am **Platinum Sponsor Address**
Short address by our Platinum Sponsor, **Coregas**



Session Two

9:00am – 10:00am **Keynote Speaker**
Stephen Yarwood - Sport and Exercise Scientist
Proudly supported by **Livingstone International**



Followed by **Suppliers Magic Minute presentations**

10:10am – 10:55am **Break out – Morning Tea**
Proudly supported by **Keystone Healthcare**



Session Three

11:00am – 11:45am **Shane Grundy**
Warehouse Logistics Manager
Warrnambool Healthcare

11:45am – 12:30pm **Michel Hulzebos**
Director Healthcare GS1

Followed by **Suppliers Magic Minute presentations**

12:40pm – 1:40pm **Lunch Break**
Proudly supported by **Rocket Medical**



Thursday 15th August

Session Four

1:40pm – 2:15pm	Victoria Harvey Health Guard B.Acc, LL.B, GDLP Operations Manager	
2:15pm – 3:00pm	Tracey Duffy First Assistant Secretary Medical Devices & Product Quality Division Health Products Regulation Group Australian Government Department of Health and Aged Care	
Followed by	Suppliers Magic Minute presentations	
3:10pm – 3:40pm	Break out – Afternoon Tea Proudly Supported by Haines Medical	
3:40pm – 4:15pm	Keynote Speaker Ralph Martin Proudly Supported by BD	
4:15pm – 4:30pm	Annual General Meeting All welcome to attend	
6:30pm – 7:00pm	Pre-Gala Drinks On the lawn in front of the Gala Marquee	
7:00pm – 11:00pm	Thursday Night Gala – Conference Dinner With The Baker Boys Band Proudly supported by our Platinum Sponsor Coregas	

Key Note Speaker

Stephen Yarwood

Stephen Yarwood is an urban futurist passionate about cities and innovation. As a former Lord Mayor of Adelaide and a highly regarded city planner, he specialises in urban infrastructure, strategic planning, smart and healthy cities, and innovation in governance and leadership.

Stephen is dedicated to helping people create positive change and focuses on building more livable, sustainable, and productive communities. He firmly believes in the 'possible' and 'practical', a core theme explored in the CitySpeaks Australia Podcast he hosts. Recognised as a thought leader in "Future Citizen," Stephen imparts collaborative leadership skills to corporate and community leaders, enabling them to tackle today's social and economic challenges while exploring the possibilities of tomorrow.



Sponsored By



Meet our M.C

Emily Rice

Emily Rice is a renowned broadcast journalist, presenter, and communications specialist.

She has over 25 years of experience in news, corporate events, media, and communications and has worked worldwide. We're honoured to have Emily M.C. at her fourth AHSP0 conference.



Sponsored by our
Diamond Sponsor



Platinum Sponsor



Diamond Sponsor



Gold Sponsor



Silver Sponsor



Meal Break Sponsors



Keynote Sponsors



Bronze Sponsors



LEKKER
The Nice Agency.

Where thoughtful content meets considered design.

We help brands communicate by bringing together insightful strategy, thoughtful content and beautiful design.

That's nice.

Lekker are the proud marketing and design agency behind the AHSP0 Journal.

Lekker – The Nice Agency.

Content Creation and Marketing | Branding | Graphic Design

thelekkeragency.com.au



Infusion in the Home

ADVERTORIAL PRESENTED BY PARAGONCARE



Today, patients increasingly opt to move their care from the hospital to the home, allowing them to maintain their independence and lifestyle, which is not always possible in an acute setting. Home infusion offers patients the ability to maintain their independence, however, navigating unfamiliar infusion technology, can be daunting. At the same time, nursing and resource constraints may impact treatment adherence – risking unplanned and costly hospital readmission.

The move to care in the home is an important step in a patient's recovery granting them independence and the comfort needed to regain strength, return to daily activities, and enjoy life. ParagonCare-REM SYSTEMS recognises this as a crucial step in a patient's journey and has partnered with Eitan Medical to support this transition for patients needing regular infusion treatments to maintain their independence.

Eitan Insights™ provides remote treatment visibility allowing you to track treatment adherence, review treatment analytics, drive care planning and support patients when they need it most. Eitan Insights eliminates subjectivity and that can help avoid anxiety-provoking troubleshooting, thus helping improve both patient and caregiver experience. Eitan Insights™ is a new cloud-based infusion management system designed to meet the unique needs of patients undertaking home and specialty infusions. This platform allows personalised and trackable infusion management plans to be set up, delivered and monitored remotely.

Eitan Insights™ was awarded the “Best New Technology Solution – Drug Delivery” designation from MedTech Breakthrough[1]. This independent organisation recognises the top companies and solutions in the global health and medical technology market. This award, given in the drug delivery category, specifically recognised Eitan Insights™ for allowing clinicians to view near real-time infusion data, which supports remote troubleshooting and accurate documentation. Eitan Insights™ also provides near-real-time prescription compliance data and pump geo-location. This enables home infusion providers to optimise their resources, may help to reduce hospital readmission and improves the patient and caregiver experience.

Eitan Medical's product lines include the Sapphire™ infusion platform, which provides connected infusion therapy systems in the hospital and ambulatory settings, and the Avoset™ connected infusion pump, which focuses on the specialty infusion market with a compact and simplified technology that enhances the user experience. Remote visibility of infusion data and access to data analytics can help monitor compliance and identify trends for better care planning. The solution may increase patient access to home infusion and improve quality of life by making home infusion delivery safe with the potential to allow more patients to receive therapy at home.



Connected Infusion

Avoset & Sapphire™ Connect
Powered by Eitan Insights

Designed To Support Proactive Care



Remote infusion data



Track treatment adherence



Pump geolocation



Sapphire
Multi-Therapy Ambulatory
Infusion Pump & Epidural



Eitan Insights
Secured & Connected
Digital Health Solution



Avoset
Connected Pumps for
Specialty Infusions

Get in touch
1800 737 222 customerservice@remsystems.com.au
remsystems.com.au



Secret Wine Business



Welcome to my first Secret Wine Business article for 2024 and as promised from the last AHSP Journal, I am reviewing a wine recommended to me by one of our members, Elizabeth (Liz) Graco.

WORDS BY PETER LACK

The wine is from one of my favourite regions Heathcote with the grapes being grown on Peter Raeburn's family farm in Kimbolton, which is Southwest of Lake Eppalock.

Talking to Liz, the farm has been in Peter's Family for four generations. It started as a sheep property, with the first Vines planted back in 1997. It still has sheep, which live and graze very happily around the property.

We had the absolute pleasure of meeting Peter's Mum and Dad at the farm and seeing the original, 100-year-old farmhouse where Liz stays when she is helping the family with the vineyard. Liz also gave us a wonderful tour around the farm and the vineyards, which showed us why she loves that part of the world so much—it is truly a beautiful place!

So, what about the wine that Liz recommended, well it was the Coliban Glen 2022 Shiraz.

I drank the bottle I had, with a colleague, late one afternoon at the 2023 AHSP Conference in Lorne. Both my colleague and I enjoyed it though we both agreed it was still a little "young" for our tastes and, would be even more enjoyable in another 2-3years. My taste for Heathcote wines is for a full bodied one, with dark purple and vibrant red colour, plum pudding spices and silky tannins. The Coliban Glen Shiraz was a Medium to full bodied Shiraz, reasonable palate of dark fruit and mild spice, with nice tannins, and a palate length that I think, will improve with cellaring.

It paired well, with the cheese and fruit platter we had so, there were no complaints at all!

As you all know, I am no wine expert, and only like what I like, so as always, I prefer to quote the true experts, like this wine's maker, Luke Lomax.

His review is that the wine has "aromas of lifted dark berries and spice. Medium to full-bodied with an elegantly textured mouthfeel, the palate displays rich blackberry and liquorice flavours with underlying oak. Excellent length and structure with finely grained yet sturdy tannins."

So based on someone who really knows I would recommend that if you are up around Bendigo and see this or any of the other wines that come from Raeburn's Farm, then please try them.

I would like to give a very big "thank you" to Liz Graco, not only for recommending this wine but also for helping me get information from the winemaker. Also, Liz took wonderful pictures of the vineyard. Special mention to Peter Raeburn and his family for creating such a wonderful place to visit and for the wine that they produce.

And remember, keep the comments coming. As you know, I always say the only thing better than drinking the wines is talking to someone about them!

"GOOD QUAFFING"

PETER LACK

Life Member & ILG Advisor

The Coliban Glen Shiraz was a Medium to full bodied Shiraz, reasonable palate of dark fruit and mild spice, with nice tannins, and a palate length that I think, will improve with cellaring.

Who Am I?

GUESS THIS PROMINENT HEALTH AND SCIENCE PERSONALITY

Born in Glasgow, Scotland 1953, this person is synonymous with health journalism in Australia. Initially aspiring to be an actor, they chose a different path, pursuing medicine at the University of Aberdeen, where they graduated in 1976. Their medical journey continued with a focus on pediatrics. Still, it was their move to Australia and transition to media that marked the beginning of an illustrious career in health communication. They joined the Australian Broadcasting Corporation (ABC) in 1982, significantly impacting public health awareness through their work.

Their contributions extend beyond broadcasting; they've been a steadfast advocate for evidence-based medicine and public health. As the host and creator of the Health Report on ABC Radio National, the longest-running health program in the English-speaking world, they have brought complex health issues to the forefront of public discourse, making them accessible and understandable. Their investigative journalism, particularly a report that exposed scientific fraud, earned them the prestigious Gold Walkley in 1988, among other accolades.

Throughout the COVID-19 pandemic, their voice has been crucial in disseminating accurate, timely information, co-hosting the Coronacast podcast, which won a Walkley Award in 2020. Their efforts to communicate vital health information during this time were instrumental in guiding public understanding and responses to the pandemic.

Their dedication to health education and communication is also evident in their authorship. Their recent books, "So You Think You Know What's Good For You?" and "So You Want To Live Younger Longer," have become bestsellers, further cementing their role as a trusted health advisor. Their commitment to advancing health literacy extends to their involvement with Tonic Health Media, which reaches millions monthly.

Beyond their professional achievements, their personal life is marked by resilience and a commitment to family. They have faced personal challenges, including their daughter's serious injury and their own experiences with PTSD, which have only deepened their empathy and understanding of the health challenges individuals face.

In recognition of their significant service to media and health communication, they were appointed a Member of the Order of Australia (AM) in the 2023 Australia Day Honours. Their journey from aspiring actor to a key figure in health journalism illustrates a relentless pursuit of truth and a passion for making a positive impact on public health.

Who am I? Find out in our next edition.



Join the AHSPPO LinkedIn Community

"Bringing together passionate minds to discuss and debate topics dear to all our hearts is brilliant for us as individuals in procurement and for the profession as a whole."

ALDO SANTO, PRESIDENT

linkedin.com/company/ahspo



Follow us to
keep up to date

FSG

PRINTING & 3PL SERVICES

3PL SOLUTIONS

From **bulk and palletised storage** through to contract **packing and transportation**, FSG deliver tailor-made, flexible and innovative **third-party logistics, storage and e-commerce services** that seamlessly integrate with a comprehensive range of printing, graphic design and marketing capabilities. We can organise all stages of the online shopping experience, from **website design through to domain name registration, hosting and order fulfillment and dispatch**.

Inventory is managed through our **Warehouse Management System** and reports are available to track stock movement and sales.

DIGITAL & OFFSET + WIDE-FORMAT PRINTING

FSG has a wide range of **digital and offset presses** and **wide-format printers** and we are well equipped to handle a broad range of work, from single colour to sophisticated multi-colour requirements with embellishments, to make your job look great. Our printing equipment is complemented by a comprehensive **in-house bindery and finishing department**, allowing us to be a **complete one-stop-shop**.

ON-LINE PRINT MANAGEMENT + WAREHOUSE MANAGEMENT

Our system allows you to order products and manage inventory through **custom made eStore portals**, tailor-made for your company using its **corporate branding**, showcasing products with all necessary information and prices.

Our Software Development, Programming, Web Design and Graphic Design is handled in house, so we can design, build and **manage your entire online presence**, and integrate this with product warehousing, printing and distribution.

Our Warehouse Management System collects orders from the most popular shopping cart systems including Shopify, Magento and WooCommerce. **We can manage returns and reverse logistics** to ensure customer satisfaction.

GRAPHIC DESIGN

FSG operates a **full in-house graphic design studio**. Our experienced graphic design team understands the importance of brand recognition and consistency in communications. We work with you in finding **creative strategies** that allow you to stand out from your marketplace and effectively communicate your message.

DIRECT MAIL & DISTRIBUTION

Direct Mail can still be one of the most cost-effective and efficient ways to **communicate with your audience**, and expand your business' opportunities. Rather than crossing your fingers and hoping that your audience will find your message, Direct Mail literally finds them by landing on their doorstep.

865 Mountain Hwy
Bayswater VIC 3153

E. info@fsg.com.au
T. 03 9873 5144

WWW.FSG.COM.AU