



Collaborating with Supply Chain to Deliver High-Value Care

10 Actionable Strategies for Clinicians

Many physicians are frustrated by procurement decisions that seem to prioritize cost over care. But when clinicians participate in supply chain conversations, hospitals can deliver better outcomes at lower cost. This guide offers practical ways to engage with supply chain partners.

- **Understand the system-wide impact.** Supply chain decisions affect outcomes, access and cost. Your input is essential to making those decisions clinically sound.
- **Join or champion value analysis work.** Get involved in your CQVA or equivalent committee to evaluate products with clinical and financial impact in mind.
- **Ask for and validate data.** Review product utilization, outcomes and pricing data—and help interpret it through a clinical lens.
- **Champion standardization when appropriate.** If two products deliver equivalent results, choosing the more efficient or cost-effective option benefits the entire system.
- **Step into a leadership role.** As a trusted clinician, your voice can carry weight. Lead conversations and model collaboration with supply chain.
- **Translate supply chain goals for peers.** Help colleagues understand that integration isn't about restricting choice—it's about aligning care and cost.
- **Push for transparency in decision-making.** If changes are being made, ask who's involved and how decisions are being evaluated. Offer to contribute.
- **Balance preferences with outcomes.** Evaluate whether individual product choices are justified clinically—or if they add unnecessary cost and complexity.
- **Ground feedback in clinical evidence.** Bring data and studies to the table to advocate for or against changes. This builds trust and avoids emotional arguments.
- **Share in the wins.** When integration leads to improved care or savings, help tell that story. Visibility creates momentum for continued change.

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