

Case Study: Specialty medical care provider



Powerful analytics and creative sourcing tactics have helped a healthcare operator maintain the critical supplies necessary to treat patients during the COVID crisis.

Situation



Client challenged with procuring and tracking inventory of critical Personal Protective Equipment (“PPE”) supplies across 600+ clinics during conditions of extreme supply shortage and poor data visibility.

Approach



- Combined several disparate data sources, pulled the most accurate information, and created a “single source of truth” through heatmap analysis and dashboards
- Visualized COVID hotspot data by county with Client’s clinic locations and inventory counts by clinic
- Identified non-traditional alternative sources for supplies in severe shortage

Execution



- Positioned Client to clearly and quickly view inventory on hand by clinic, days of inventory on hand by SKU, supplies shortages to address, and recommended re-order quantities
- COVID hotspot mapping supported predictive analytics, enabling Client to identify at-risk clinics that need to ramp up supplies and/or proactively transfer inventory to hot spot clinics
- Analysis of inventory and shipment data demonstrated actual usage of most critical supplies to enhance forecasting and target any supply misuse (e.g. hoarding, waste)

Key Results



Visibility: Provided daily insight into supply status to ensure sufficient supply of PPE critical to staff and patient safety.



Predictive Forecasting: Positioning Client to “get ahead” and secure longer-term supply continuity by understanding usage and problem geographies.



Sourcing: Secured several weeks of additional supply-constrained PPE supplies including hand sanitizer and masks.

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Interactive dashboard provides customizable views of PPE supplies, including facility-level drill down.

