

AHSPO

Journal



Association of Healthcare Supply and Procurement Officers

Q4 2017 | The new look AHSPO Acquisitor Magazine

AHSPO Conference Announced

Cape Shank 2018

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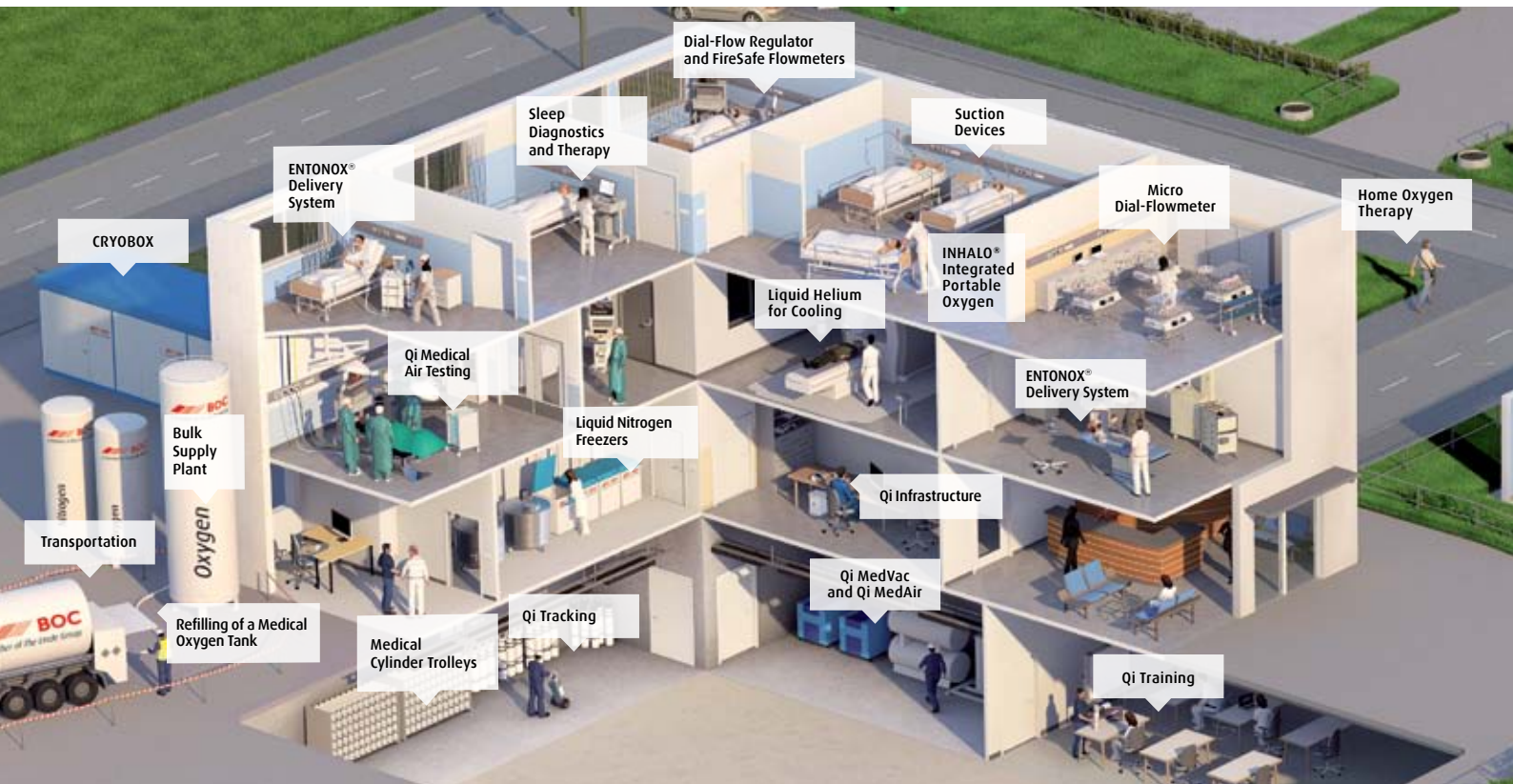
FEATURE: REFORM OR TRANSFORM - WHAT NEXT FOR THE HEALTHCARE INDUSTRY?

A TRIBUTE TO ROSEMARY CALWAY | EDUCATION IN PROCUREMENT | SOCIAL PAGES | PRESIDENT'S REPORT



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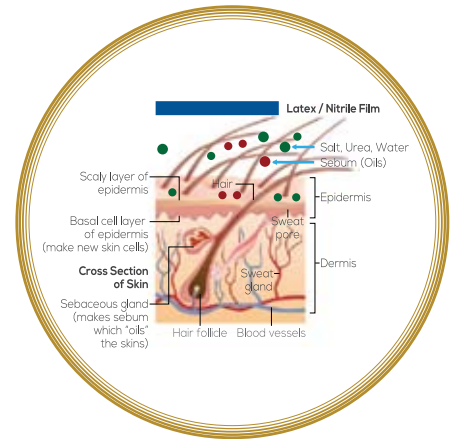
Who Am I?

Can you guess this AHSPPO
Member? Answer in the next
edition!



BENEFITS OF COLLOIDAL OATMEAL IN NITRILE EXAM GLOVES

When wearing a typical nitrile glove, your skin is in direct contact with the glove film causing your hands to sweat from poor evaporation and increased temperature. This can lead to a build up of sweat, making you susceptible to skin conditions such as xerosis and contact dermatitis.



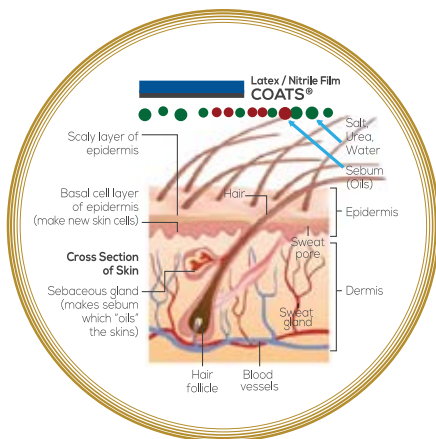
Colloidal oatmeal has long been recognised for its ability to soothe and relieve itching and irritation associated with various xerotic dermatoses through its many active ingredients including:

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Protection Always On

Snapshots



Aussie Doctors Dispense 80% More Antibiotics Than Canadian Counterparts

There's no shortage of wastage in the healthcare system the Australian Productivity Commission has found. Noting that local doctors are twice as likely to dispense antibiotics than our Dutch counterparts while we're 40% more likely than those in the US.

This was among a number of findings outlined in the Shifting The Dial: 5 Year Productivity Review report recommending savings across the Australian Healthcare industry. The Commission found a tenth of

all GP consultations could be performed remotely the productivity commission says, saving the economy a potential \$300m a year. Other findings included: up to 30% of patients in hospitals don't need to be there and almost a third of state hospital budgets go to patients within the last two years of their life.

Productivity is key in getting more out of our healthcare system. To read the full report visit the Productivity Commission website.



AHSPO 2018 Conference Announced

Next years conference will be held from 15-17 August 2018 on the beautiful Mornington Peninsula at the RACV Cape Schanck Resort in Victoria. The theme will be uncovering Pearls of Wisdom in Procurement, we look forward to sharing more information closer to the event.

Snapshots



Brittle Bones a Cause For Concern

This figure is set to grow by 2022, with an estimated 2.07 million older people in NSW & ACT expected to be living with low bone mass, an increase of 26% from 2012 according to The Burden of Osteoporosis, Osteopenia and Associated Fractures in NSW & ACT report by Osteoporosis Australia.

Osteoporosis Australia Medical Director, Prof. Peter R Ebeling AO believes this poses a significant risk to Australians and will place increased pressure

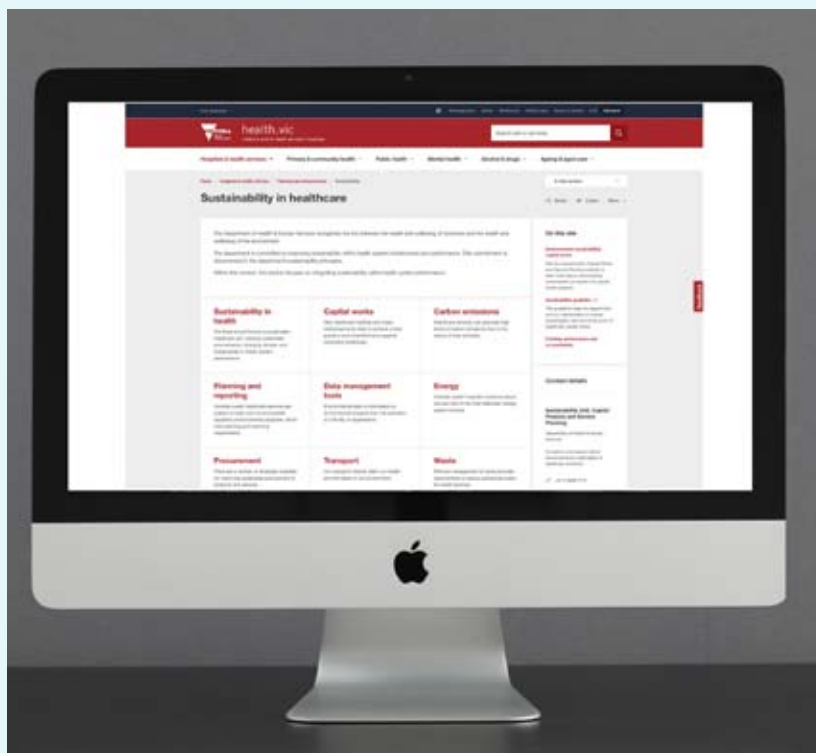
on the system: “Our hospital system is becoming a revolving door for first fractures and, most importantly, subsequent fractures, which can and should be prevented. Ebeling concludes that “it’s now time to make bone health a priority and to ensure osteoporosis is diagnosed and appropriately managed to reduce fractures”.

Read the full report at the Osteoporosis Australia website at osteoporosis.org.au/burdenofdisease

Safe Injecting Room Moves Forward in Melbourne

A controversial safe injecting room has been given the green light by Victorian Cabinet after a recent review. The Centre will be Victoria’s first and with 34 deaths in North Richmond alone over the past twelve months, the Centre will aim to reduce this number significantly. Legislation will be required to move the trial into production, however cross-bench support is expected to be forthcoming for Labor.

Snapshots



Sustainability in Healthcare

The Department of Health website is a great resource for those of you looking for assistance in driving sustainable practices in your organisation. With advice ranging from energy purchasing to transport efficiency, it's a resource worth looking at.

Find out more by visiting bit.ly/2Al5cpB

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Presidents Report

THANK YOU TO OUR LEADERS

2017 has been an exciting year for AHSPO, and as always our passionate committee have worked diligently on your behalf. I could not have carried out my role without them. For those of you who may not be familiar with the committee, I'd like to take the opportunity to introduce them all.

ALDO SANTO
PRESIDENT



Robert

As Vice President, Robert is always available and his support is greatly appreciated. He is also not afraid to tell me when I'm being too

passionate about something and to pull me back in line. What goes unnoticed is that Robert does a lot of work behind the scenes and I can't thank him enough for this. Cheers Robert.



Michelle

Although Michelle is secretly my Executive Assistant, she has done a fantastic job in maintaining communications with members,

as well as Suppliers, in the role of Communications Officer. Thanks to her relentless input and quick and considered responses to queries, I hope you have felt more engaged with the Association. Thank you Bella.



Rosemarie

In addition to being the association Secretary, Rosemarie is also the journal editor, which means she completes a lot of work behind the

scenes. She does this without complaint and we may not say it often enough, but thank you. Rosemarie is always hunting for new stories for the journal so let us know if you have any ideas. My heartfelt thanks to you Rosemarie.



Pragasen

Despite a move to a new organisation, as Chairperson of the Industry Liaison Group, Pragasen has really taken the role

in his stride this year. He's worked with our Industry representatives – Peter Lack, Cath Mahony, Helen Cameron, Andrew Norris and Ross, in ensuring that Suppliers are given an avenue of communication within Procurement. Thanks to you all for your support.



Ron

As Treasurer, this year has been a big one for Ron. He was pivotal in organising the Diploma in Procurement training, as well as

the online Probity training that has a certificate of completion. A huge thank you to Ron, our one and only Life member on the committee.



Linda

A big thank you to Linda, who as our Membership Officer, has continued the work started by Robert in renewing the updated registration

software. She will soon be swapping to role of Treasurer, which I'm sure she will complete with the same high level of detail.



Sharon

During a very busy year within her own organisation, opening of the new Children's Hospital at Monash Health Sharon has still managed to support the committee as a member. She's maintained communications with the committee, even when she couldn't attend meetings due to work priorities and for that I can't say thank you enough.



Nick

Nick is also a committee member who has also had a busy year in Bendigo with their new facility and I'm so grateful he's taken time out to either to join our meetings no matter where he is. Nick always pitches in without hesitation and I truly hope he will volunteer for the Membership post. Thank you Nick.

But, my thanks are due to more than the committee. Throughout the year there are many of you who I've turned to for advice. Whether a chat over a coffee, a phone call or even a simple email - your input has been invaluable.

Training continues apace

Our Probity Training module launched this year which I'm incredibly proud of. The concept of probity is simple; it's acting according to your own principles of honesty and decency. What makes me so proud of our training is that over 350 of you have already completed the online training module - clearly creating and working in an environment of integrity means so much to so many of you.

Understanding and appreciating the role of probity in the procurement process is essential for not just Procurement Managers, but all people across the supply chain in private and public health. The module is provided by the University of New England (UNE) and is available not only to members, but to colleagues of yours so I encourage you to introduce them to the course.

We're also incredibly proud to partner with the UNE to provide a Diploma in Procurement. We held some very successful workshops supporting the Diploma earlier this year and plan to do more of these across metro and rural areas in the coming months. Lastly, to continue to drive our education program forward I'm pleased to confirm we have created a new position within the executive, the Education Officer.

A new home online

2017 has seen the evolution of the AHSPPO website to include online membership registration for the first time. This has drastically improved your experience and I'd like to extend a big thanks to Valentino, our web designer, who has tackled the challenges I've set to him with gusto. I'm looking forward to continuing to improve our online presence.

2018 AHSPPO conference

Next year marks the 30th anniversary of our first conference. So to Celebrate, the 2018 edition will be held at the brand new RACV Cape Schanck Resort. For those of you not familiar with the Mornington Peninsula you'll find some of Victoria's finest produce, wineries and coastline all just over a one hour drive from the Melbourne CBD.

We'll be sharing details for suppliers in November and will share information for delegates by March of next year. Keep an eye on the website for the latest news.

On behalf of the committee I would like to say a big thank you to all of our members. The continued support you give to this Association grows stronger and stronger every year and this can only benefit us all, Suppliers and members alike. So spread the word about the Association of Healthcare Supply and Procurement Officers and we look forward to seeing you in 2018!

ALDO SANTO
PRESIDENT





A Tribute

REMEMBERING ROSEMARY CALWAY

Rosemary started her sales career, or as some customers would say went to the 'dark side', in the late 80's having gained a Sales Representative role with Disposable Products (DP) in Victoria. It was during this time that I first met Ro and not long after, our lifelong friendship started.

WORDS BY PETER LACK
ILG ADVISOR

You see Rosemary was nominated by DP Management to accompany me over to their manufacturing facility in Adelaide to do a site visit for an upcoming VHA Trading Company, State Wide Tender for Basic Dressing Packs. So, that was when I first saw all the mannerisms and characteristics that we all know and associate with our lovely Rosemary. That very positive, funny, likable and loyal person who cared so much for her customers, friends, has great respect shown to her from her work colleagues & managers and the dedication she had to her job, plus that amazing smile she would always greet you with. That's when we became mates!

Rosemary was always around the 'traps' and was a regular trade attendee at SRACA, VPNG, TORN, ACORN, Infection Control, HICMR and of course AHSPO, Conferences, Seminars and Education functions that were held.

It didn't take too long for other companies to start hearing from their customer base how well-liked Ro was and Kimberly-Clark Healthcare saw her potential, so she joined them to work with Geoff Child and Robyn Wortel. This would be the first time Ro worked for Kimberly-Clark, but after a short time with them another lifelong friend in Anie Zanzanian, headhunted her to Ansell - a role that Rosemary was born to do. Rosemary flourished at Ansell and her reputation and respect within the industry can best be summed up by some of her customers that knew her for her entire sales career.

"I first met Rosemary when she was just starting out her journey in Sales. I will always remember Rosemary being so bright and positive which was absolutely infectious to all around her. Our meetings together would of course be so professional but we always managed to find time to share stories and our meetings would always end with lots of laughter. Rosemary never changed since that first meeting, she always remained so genuine, so honest and true to herself. She was always so interested and cared for others wellbeing. Rosemary was incredibly strong particularly when facing her more recent health issues. There will only ever be one Rosemary Calway, a beautiful lady with her always smiling face, a very special person that her family, friends and colleagues will never forget. She will remain in our hearts forever". Trish Jaksic.

"In doing business and being in the one industry for a long time, you come across great people that get to invest in your business and go above and beyond, time and time again - these are the people you respect. Sadly, one of those great people from the healthcare industry has succumbed to the dreaded disease, cancer in the last couple of days. With a tear in the eye, it's a premature goodbye to a wonderful, caring, great lady in Rosemary Calway, through business you had become a brilliant friend, more like a sister and I thank you for your support and caring for our business over 25 years. RIP Roey". Neville Daffy

When I joined Ansell and became Rosemary's Sales Manager, it was initially the lowest point of our friendship. You see Ro and I were great mates around but she loved reporting in to Anie and any change to that, well to use one of Ro's favourite saying; she was "NOT HAPPY JAN". But, like all good friendships we worked it out and it only made us even better mates in the end. Ro was a dream to manage - she always worked hard and loved being with her customers. When I left Ansell, Ro should have been made the Regional Manager but for reasons that only Ansell knows, she didn't.

So, it wasn't long before Rosemary was on the move to set up COTTMAN SB here in Victoria. Starting from scratch, within the first 12 months Ro and her team had made the branch into a \$1M business.

Not long after reaching this milestone, Clifford Hallam purchased COTTMAN SB. Ro stayed there for a short while but she wanted to look at doing something else, so when a role became available back at Kimberly Clark, Ro went for it and not surprisingly got it. She did an excellent job and was soon promoted into a surgical sales role. The rest as they say is history: she went on became one of the most successful salespeople for Kimberly Clark and Halyard in Australia, becoming the first ever person from Asia-Pacific to win the Gold Club Award, and won it again the following year. All up Rosemary won it three times.

Throughout her career Rosemary was involved in AHSPPO in one form or another. She could proudly tell you that she was one of only a few that are still in the industry who attended the first ever AHSPPO Conference. Ro always actively promoted the Association to her customers, was a long-standing member of the Industry Liaison Group (ILG) and served a term as the ILG Representative on the Executive Committee of AHSPPO.

Ro was made an Associate Member and received a Certificate of Recognition for the support and contribution she had made in building this great Association. This was presented to her and the other recipients at the 18th Annual Conference which also celebrated the Association's 50th Year. I have included Glenda Prewett's tribute to Rosemary:

"I first met Rosemary Calway at my first AHSPPO conference in Bendigo, "Together Everyone Achieves More" in 2004. What a great synergy this was: trust, accountability, interdependence and working towards the same goals. As I got to know Rosemary this was how we worked together. Rosemary's motto was "I will help you if I can", and always with a smile! She never gave up, she fought a brave and strong battle for two years. She took each day in her stride, never really complaining and always hoping that the treatments would finally end so she could get on with her life. This was our hope too. I know that the things that kept her going were her family, friends, her work and hope. Now my hope is that she may rest in peace, knowing she did all that she could and to comfort her to know that she will always be with us in our hearts. Bravo Rosemary".

Rosemary had so many strengths. People would say that she was passionate, committed, positive, funny, gregarious, creative, but one area that Ro had an opportunity for improvement was anything and everything to do with information technology according to Kevin McHugh. "When Kimberly Clark Halyard switched phones, it would be fair to say that Ro did not fully embrace the change in technology at first.

Apps, iTunes, synchronization, tethering was all doing Ro's head in. To quote her "I want a phone that I can make calls and receives calls, not all this app, iTunes, tethering stuff. For the love of god I just want my old Nokia back". Ro then shared a story about a call she had recently made to the Kimberly Clark helpdesk in India. She called the IT helpdesk to get assistance sorting out all this new phone stuff and

“...she possessed a unique ability to connect with people and leave a lasting impression on them. She was truly a one of a kind person, a rare shining star in the galaxy of life.”

during the conversation she got ‘tethering’ confused with ‘feathering’. You can imagine the subsequent discussion that ensued between an IT helpdesk person whose English is a second language and the somewhat IT challenged Ro trying to figure out her ‘feathering’ problem. Their conversation was much like the legendary Abbott and Costello Who’s on First routine where neither person could understand what the other was talking about.

The helpdesk person apparently suggested that Ro check the web as there may be certain ‘adult only sites’ that might specialize in ‘feathering’ if that is what she was after. Ro’s call has gone down in the annals of Kimberly Clark IT helpdesk folklore as one of the more bizarre and unusual calls ever received.

But that was our Ro, she possessed a unique ability to connect with people and leave a lasting impression on them. She was truly a one of a kind person, a rare shining star in the galaxy of life.

Rosemary was so grateful that she started in the industry when she did. She had great mentors, on both sides of our industry with Ro able to build strong relationships with her customer base. Ro’s social network and friends include past and present CSSD, Supply, Infection Control, Operating Theatre and Nursing Managers and Staff.

Rosemary could connect with so many people and AHSPo was a very large part of this for her. She loved the conferences and the theming of the trade Stands, and at the 2006 AHSPo Conference, she together with her team mate, won the Best Stand Award for Kimberley Clark. She is remembered for many of her customs on the Conference Dinner nights and was always one of the first on the dance floor. Her performance as one of the backing dancers to a very poor Robert Palmer impersonator, lip synching to Addicted to Love was the reason the act won the AHSPo Idol Award.

For those of you reading this who were at this year’s conference, you would have seen how much the Association meant to her. Even with the health issues she was battling, Ro was looking forward to being at the conference to see her friends, colleagues and customers, to get dressed up again in the theme and for that short time be the Rosemary we all knew and loved.

None of us knew it would be the last time we would see her that way but I am sure it is the way she would want all of us to remember her, laughing, dancing and enjoying life and the moment!

As a person, Ro lived her life and travelled to places saw and did things that I am sure she would never have thought she would have ever done. She and I had some bloody good times with lots of laughs, some tears, a few strong words, but we gave it all we could.

As an industry we’ve lost a truly great person who meant so much to so many. I am going to miss my mate, Rosemary has been one of the best friends I could have ever asked for and all those memories will be with me until we next meet.

And that’s the story McGrory.

REFORM

OR

TRANS

WHAT NEXT FOR THE
HEALTHCARE INDUSTRY?

REFORM

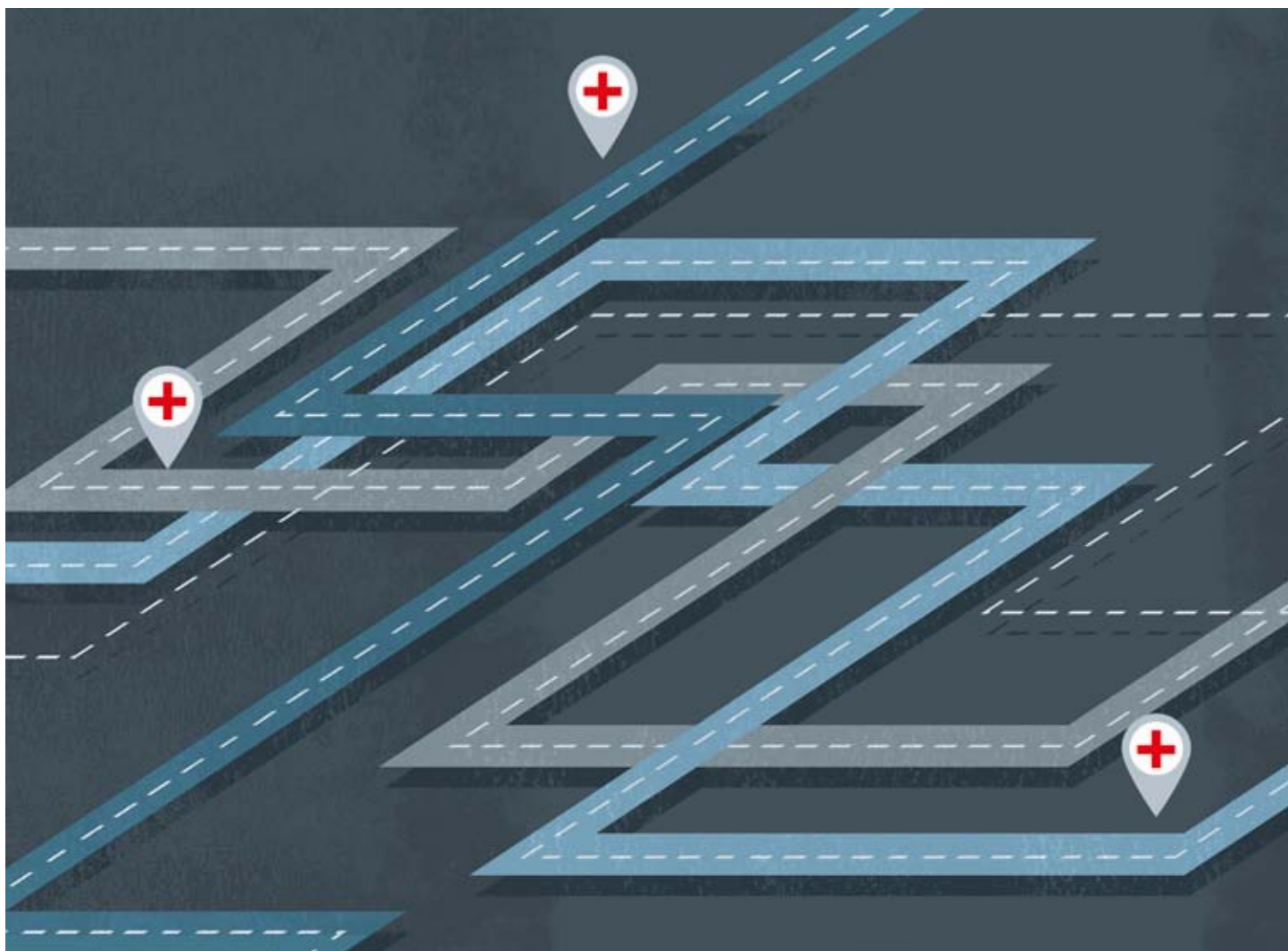
WORDS BY
CATHERINE KOETZ

One of the topics that has had continual discussion over the past ten years is the need to 'reform' the healthcare supply chain to become more efficient.

We have actively been on this journey for some years in Australian healthcare, originally with the guidance and governance of the National eHealth Transition Authority (NeHTA) which was responsible for introducing industry solutions like the National Product Catalogue (NPC) as part of their supply chain reform program. This standalone program that focussed on reforming the health supply chain has now been absorbed into aspects of more strategic programs within the Australian Digital Health Agency. The end of this program does not mean that the need for change is no longer viewed as important. Nor does it indicate that industry reform is complete, instead it reflects the fact that the core foundations the program was set up to deliver are now largely in place, with the adoption of the industry solutions progressing naturally.

We now have a greater understanding that various 'supply chains' touch so many aspects of how we deliver health and care, and this is changing how we look to the future. The inclusion of supply chain within the Agency work to ensure interoperability and quality within our health system further confirms the need for an integrated approach. The understanding that the 'supply chain' supports a digitally enabled health system, and the focus on ensuring that core standards are adopted continue to be important deliverables.

Feature – Reform or Transform – What Next for the Healthcare Industry

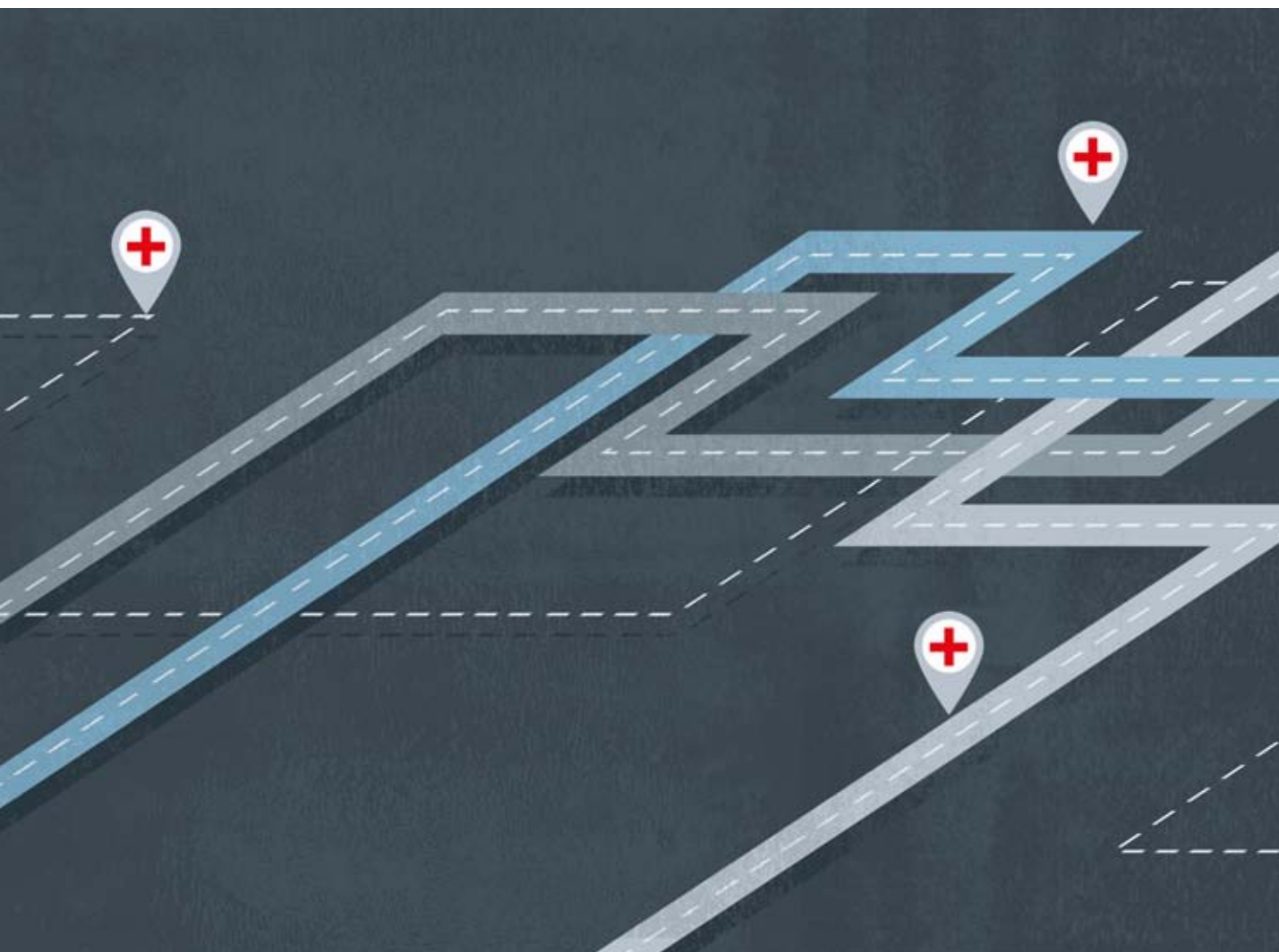


There are a series of questions that we need to consider given transformation is underway across the health system:

- Instead of referring to 'reform', should we instead be thinking about how we 'transform' our supply chain processes?
- Have we considered the critical need for traceability regarding the products that we are using in our health system or the impact to our patients if we continue to lack proper visibility?
- Should our focus be on working more collaboratively across key stakeholder groups to ensure that we are properly supporting the digital transformation happening across the sector locally and globally?
- When is the right time for us to embed standards within our processes to provide the visibility we need?

- Should we be taking a more holistic approach to supply chain instead of focussing only on cost savings in procurement?
- Do we need to be better engaging with clinicians to ensure we are reflecting their needs in the changes we make to the supply chain and vice versa?
- How we better understand and integrate all aspects of the system so that together we improve the journey of the patient/consumer of care?
- How do we make the system itself more sustainable by removing inefficiencies?
- We can no longer behave as if 'supply chain' has no role to play in delivering better healthcare.

Key issues continue to be the need for reduction in medical errors, the removal of inefficiency and waste from the system, and the ability to better manage health and care through the collection and analysis of data.



Key issues continue to be the need for reduction in medical errors, the removal of inefficiency and waste from the system, and the ability to better manage health and care through the collection and analysis of data

It is time we understood the supply chains in our health organisations, manufacturers, distributors and pharmacies have a role to play in addressing these issues. We need to understand the need to implement interoperable processes and adopt the standards that better support them as part of our transformation. The increased regulation for traceability and pursuit of 'big data' via mechanisms like 'Blockchain' reinforce this.

There are lessons we can take from our peers around the world. Though regulations, funding models and infrastructure are different we can no longer say we are different or special as an excuse for not embracing proven solutions. If we look beyond our borders there are several countries that stand out in their active drive to change the status quo to deliver a better health system. One country which leads in many areas where it relates to supply chain processes is the United Kingdom. Driven by the needs of a growing population, shrinking health spend per capita, the desire to give greater visibility to their system and an urgency to reduce 'never events' they

have started to aggressively adopt strategies and changes to processes at a national and local level.

One of the key programs to emerge in recent years within the United Kingdom is 'Scan4Safety'. This program focusses on the utilisation of a standards framework to identify people, products and places within core processes as they transform to become more digital. Several people from Australia have been lucky enough to hear from some of the NHS trusts involved in the program, and others have had the opportunity to visit their sites to see firsthand what is being implemented. There are so many lessons to be learnt from the implementers within this program, especially around the real benefits to be gained if we are willing to invest in necessary transformation.

Some of the core lessons that are worth sharing:

- Supply chain and Procurement functions do not exist in isolation – there is a need to think about how these areas could better support the patient pathway to make it safer and improve the quality of care
- Talking about the benefits of using standards and agreeing they are a good idea changes nothing – the value to the industry, to the organisations involved and most importantly to the patients we serve is in the implementation.
- Regulation is the best way to force change and ensure harmonisation – but it is not the only way forward. What is needed is leadership and vision, with the commitment to change things for the better.
- Standards are core enablers that help us achieve greater efficiency and visibility across our health systems.
- Solutions need to natively support standards – then create value in how they solve problems and support improved processes in innovative ways. The standards are there to ensure we interoperate

There are many cases studies from the United Kingdom and around the world that help illustrate the benefits to organisations, to patients and consumers in transforming our health supply chains and processes. The real question for Australian healthcare is not whether we should transform – we know it must happen. The question is when are we going to do it?

MORE INFORMATION

See some of the latest global case studies on supply chain implementations:

[HTTP://BIT.LY/2AXRY1H](http://bit.ly/2AXRY1H)

For further information on 'Scan4Safety' visit:

[HTTP://WWW.SCAN4SAFETY.NHS.UK/](http://www.scan4safety.nhs.uk/)

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WORDS BY RON HILLER AND RICKY MUTSAERS

Short Courses

Alongside the online Probitry Training, we're looking to run more short courses this year, in particular we will be testing the format of two day workshops. We're working through what they look like and will be in touch when we're ready to launch.

Contract Management (two day workshop) covers planning to manage a contract, reviewing and managing contract performance and finalising contracts.

Tendering (two day workshop) equips you with the skills to develop and distribute request for offers and ultimately make procurement decisions looking at the tenders you received.

Probitry Training (online) is offered through our partnership with the University of New England. The course covers the essentials in helping you act with integrity throughout the procurement process. We'll be updating the training content before the end of the year.

Diploma Courses

Diploma in Government
(Procurement and Contracting) PSP52512

Designed for people currently working in a position with responsibility for the management of complex procurement and contracting. This specialist qualification covers the competencies required for independent and self-directed work as a procurement and contract manager in the public sector. This course is perfect for those with existing skills and experience and looking to build upon their knowledge and seek formal skills recognition.

A history of procurement

A VISUAL TIMELINE

The Egyptians

(3000 B.C.)

One of the early forms of procurement was needed to ensure the great Pyramids were delivered. That and thousands of slave labourers. Scribes use papyrus paper to manage material stock counts.

The Trojan War

(1194 B.C.-1184 B.C.)

The City of Troy makes what would prove to be a fatal mistake in accepting delivery of the Trojan Horse. A simple check of shipping manifests would certainly have prevented disaster.

The Roman Empire

(27 B.C. - 476 A.D.)

With a vast empire stretching from Europe, through Africa and Asia, the Romans established the first Chief Procurement Officers. Interestingly underperforming CPOs were transitioned into new roles in the gladiatorial arena. A severe form of contract management.

Charles Babbage

(1791 - 1871)

Known as the 'father of computing', his 1832 book 'On the Economy of Machinery and Manufactures' describes the need for a 'materials man' to manage suppliers, purchase and track stock levels. One of the earliest written references to the need for a dedicated procurement function.

World Wars I and II

(1914 - 1944)

Procurement mobilises on a mass scale during the world wars in the first half of the century. Focus shifts to managing scarce resources and becomes essential in maintaining a functioning economy during lean times.

Just In Time manufacturing

(1960's)

Notably implemented by Toyota. Just In Time stock management and manufacturing comes to the fore. This new way of working revolutionises production and the strategic importance of procurement grows.

Today

(1990's - Today)

The emergence of the internet, lean operating practices and the need for ethical practices continue to improve the procurement function. Organisations including AHSPPO focus on developing the art of procurement and developing it's people.

Social Pages

AHSP O CONFERENCE 2017

Everyone's favourite conference went off with a bang this year. Following is just a small snapshot of the fantastic time our members had. See you next year!

Turn to page 27 for Sponsorship Opportunities for 2018.









Thank you for a wonderfully inspiring conference. I'm sure you must have already received many tributes to you and your team.

Len Kennedy, Healthcare Solutions



Thank you again for your Hospitality and invitation to speak at your conference. What a great crowd of members you have! I can honestly say I have not enjoyed meeting any Association members so much. You have a family much more than an Association.



PA. Nova. Logistics Bureau

A note of thanks and appreciation for the invitation to open this years AHSPPO Conference. You must be delighted with another great success and I certainly felt proud to be there as a Life Member.

Trish Jaksic, Alfred Health



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 Reference: 1. AOHP Journal, Spring 2014. Reducing Needlestick Injuries from Active Safety Devices: A Passive Safety-Engineered Device Trial.
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2018 AHSP0 CONFERENCE

SPONSORSHIP DETAILS

PEARLS OF WISDOM IN PROCUREMENT

AUGUST 15 - 17 2018



HOW TO APPLY FOR SPONSORSHIP

In this document we've identified various sponsorship opportunities and outlined the benefits provided to major sponsors.

Registration will be via Eventbrite. The Link and Password will be supplied prior to the event going "Live"

OPPORTUNITY ONE

PLATINUM SPONSOR

EXCLUSIVE

\$15,000

ENTITLEMENTS

- Guaranteed double stand chosen by company from floor plan. 3m x 3m
- Full conference registration for 4 company representatives (includes attendance to all AHSP0 official conference sessions and AHSP0 sanctioned social events)
- **Sole naming rights to the Conference dinner**
- Corporate Membership for company for the 2019 membership year
- Invitation for 1 extra company representative to attend formal pre-dinner, and conference dinner Thursday evening (accommodation not included)
- Fascia signage, spotlights, table, chairs and all power during exhibition
- Lectern signage
- Seat drop of 1 A4 brochure in conference room (provided by company)
- Link from the AHSP0 website to your company website during 2018/19
- An opportunity for one of your company representatives to make a 10 minute presentation at the Wednesday trade opening, preferably relevant to the conference theme.
- Full sponsorship of an AHSP0 full member to attend conference
- Full page advertisement in one edition of the AHSP0 journal during 2018/19

OPPORTUNITY TWO

DIAMOND SPONSOR

EXCLUSIVE

\$10,000

ENTITLEMENTS

- Guaranteed double stand chosen by company from floor plan. 3m x 3m
- **Sponsorship of Conference Facilitator - opportunity for a logo tee/polo shirt to be worn by MC during conference**
- Fascia signage, spotlights, table, chairs and all power during exhibition
- Corporate Membership for company for the 2019 membership year
- Lectern signage
- Full conference registration for 4 company representatives (includes attendance to all AHSP0 official conference sessions and AHSP0 sanctioned social events)
- Link from the AHSP0 website to your company website during 2018/19
- Invitation for 1 extra company representative to attend formal pre-dinner and conference dinner Thursday evening (accommodation not included)
- A 90 second video commercial shown in main conference room
- Full sponsorship of an AHSP0 full member to attend conference
- 1 A4 single page insert (provided by you) placed in all delegates satchels
- Full page advertisement in one edition of the AHSP0 journal during 2018/19

OPPORTUNITY THREE

GOLD SPONSOR

EXCLUSIVE

\$8,000

ENTITLEMENTS

- Guaranteed Sponsor stand 3m x 1.5m
- Full conference registration for 3 company representatives (includes attendance to all AHSP0 official conference sessions and AHSP0 sanctioned social events)
- Link from the AHSP0 website to your company website during 2018/19
- **Sponsorship/Sole naming rights to our Exhibition Welcome Reception, to be held on the evening of Wednesday, 15th of August 2018**
- Fascia signage, spotlights, table, chairs and all power during exhibition
- Corporate Membership for company for the 2019 membership year
- Sponsorship of an AHSP0 full member to attend conference
- 1 A4 single page insert (provided by company) placed in all delegate satchels
- Full page advertisement in one edition of the AHSP0 journal during 2018/19

OPPORTUNITY FOUR

SILVER SPONSOR

EXCLUSIVE

\$7,000

ENTITLEMENTS

- Guaranteed Sponsor stand.
3m x 1.5m allocated from floor plan
- **Sole naming sponsorship to one delegate gift celebrating the 30th Conference. Placed in every delegate bag.**
- Full conference registration for 2 company representatives, (includes attendance to all official AHSP0 conference sessions and AHSP0 sanctioned social events)
- Link from the AHSP0 website to your company website during 2018/19
- Fascia signage, spotlights, table, chairs and all power during exhibition
- Company Corporate Membership for the 2019 membership year
- Sponsorship of an AHSP0 full member to attend conference
- 1 A4 single page insert (provided by company) placed in all delegate satchels
- Full page advertisement in one edition of the AHSP0 journal during 2018/19

OPPORTUNITY FIVE

KEYNOTE/MEAL BREAK SPONSORSHIP



\$6,500

ENTITLEMENTS

- Guaranteed Sponsor stand 3m x 1.5m
- Keynote speaker will acknowledge Sponsor
- Full conference registration for 2 company representatives, (includes attendance to all official AHSP0 conference sessions and AHSP0 sanctioned social events)
- Link from the AHSP0 website to your company website during 2018/19
- Fascia signage, spotlights, table, chairs and all power during exhibition
- Company Corporate Membership for the 2019 membership year
- Meal breaks will have sponsor name and/or logo on each Refreshment stand per session.
- Sponsorship of an AHSP0 full member to attend conference
- 1 A4 single page insert (provided by company) placed in all delegates satchels
- Full page advertisement in one edition of the AHSP0 journal during 2018/19

OPPORTUNITY SIX

BRONZE SPONSORSHIP OPPORTUNITIES



\$4,000

ENTITLEMENTS

- Guaranteed Sponsor stand 3m x 1.5m
- Full page on AHSP0 Journal
- Fascia signage, spotlights, table, chairs and all power during exhibition
- Full conference registration for 2 company representatives, (includes attendance to all official AHSP0 conference sessions and AHSP0 sanctioned social events)
- Company Corporate Membership for the 2019 membership year
- Link from the AHSP0 website to your company website during 2018/19
- Full page advertisement in one edition of the AHSP0 journal during 2018/19
- Extra 1 x 12 months subscription of AHSP0 Journal during 2018/19
- 1 A4 single page insert (provided by company) placed in all delegate satchels

Who Am I?

CAN YOU GUESS THIS AHSPO MEMBER?

Some of you may know me from my previous roles as a Nurse and Product Evaluator within the Public Sector and also through a Group Procurement team. But did you know I'm now a Quality and Risk Consultant with the Clinical Safety and Quality team within a large Private healthcare organization?

What does Clinical Safety and Quality have to do with Supply I hear you ask?

Good Question.

I'm responsible for Strategic Quality Improvement projects, which involves continuous liaison with clinical and non-clinical teams across various sites on how, and what, can be done to help them in their daily routine of patient centred care. To this end, my knowledge of products and suppliers, having built wonderful relationships with everyone over the last 4 years, is a bonus when it comes to identifying resources to enhance patient care and support staff throughout the organisation. I've been able to provide suggestions to Managers and Supply Teams on who can provide products and services, which have been positively welcomed.

I am part of the team building capacity and capability in the organisation, as well as coaching and training departments in building excellence in clinical safety and quality.

My role also covers the national standards required by all health services. The National Safety and Quality Health Service (NSQHS) Standards were developed by the Australian Commission of Safety and Quality in Healthcare to drive the implementation of safety and quality systems and improve the quality of health care in Australia.

I currently hold the portfolios of Medication Safety (Standard 4) and Recognizing and Responding to Clinical Deterioration (Standard 9), so these both have opportunities to develop ongoing relationships with suppliers on products that could be beneficial. I maintain communication with the Supply and Procurement teams within my organization, so this ensures compliance to any current contracts but continues the vital link between the clinical and procurement streams.

Because of this link, I'm very lucky to be able to continue on with AHSPO. This is not only due to the positive response from my employer but also for the ongoing opportunity to use my experience and knowledge in my primary goal as a practicing nurse, which is to make a difference in patients lives, either directly or indirectly.

So, who am I?

The answer will be in the next edition of the AHSPO Journal. See you then!




10

funded projects
within 5 years


6

countries
around the world


1

focus area
Respiratory Care

REALfund

Research. Evolve. Advance. Lead.

Our aim at Linde and BOC Healthcare is to help our customers to achieve and maintain the highest standards in healthcare.

Working closely with customers for over 125 years, we have always risen to challenges in our pursuit of excellence. Our insight into the issues that shape the reality of our customers drives us to deliver breakthrough products and outstanding services.

Every day a growing number of people worldwide rely on advances and innovations to better their quality of life. That's why Linde and BOC Healthcare, a long-term partner of healthcare providers and patients, founded the REALfund. REAL stands for Research Evolve Advance Lead.

The fund provides research grants of up to €75,000 to researchers and innovators in the field of respiratory medicine. By doing so Linde and BOC Healthcare aims to bring the latest innovations in the field to those whose lives depends on them most: patients.

The Linde Healthcare REALfund stands for Linde and BOC's commitment to research and innovative developments in respiratory therapies, clinical care and related services, pharmaceutical gases and medical devices and financially supports solutions that benefit patients and caregivers – in the hospital as well as at home.

The primary focus for project proposals is the field of respiratory diseases and their comorbidities. In addition, we are interested in innovative treatment pathways and complementary products that have the potential to produce measurable advantages or improvements in outcomes or economics throughout the care continuum from hospital to home.

Applications are open to anyone active in this field, such as (but not limited to) academic researchers, physicians, nurses, technicians, patient groups and organizations, and industrial designers.

To find out more visit: <http://www.linde-realfund.com> or contact your BOC Territory Manager Healthcare.

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Product range includes:

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- Clinical protective apparel
- Instruments
- Disposable bowls and plasticware
- Wound care
- Medical labels



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WE WISH YOU A

Merry Christmas

AND A

Happy New Year



STAY SAFE AND LOVE ONE ANOTHER



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