

# AHSPO

## Journal



Association of Healthcare Supply and Procurement Officers

Q2 2019 | The AHSPO Acquisitor. The Voice of the Procurement.



— AHSPO Education Programme —

## Bringing Practical Hands-on Learning

IN THIS ISSUE

TOP TIPS FOR AHSPO CONFERENCE 2019 | AUSTRALIA'S OBESITY BATTLE | SECRET WINE BUSINESS  
2019 CONFERENCE PROGRAMME | BUILDING TRACEABILITY INTO HEALTHCARE SUPPLY CHAINS



# Free webinars

Supporting the Australian healthcare industry

## How to meet Unique Device Identification (UDI) requirements

Providing some insights into medical devices identification and barcoding requirements.

## Scanning accuracy, ensuring barcode quality in healthcare

Unpacking the basics of how to ensure your barcodes scan correctly, every time.

## Barcoding for pharmaceutical labelling

Helping you understand local and global pharmaceutical identification and labelling requirements.

## GS1 standards in hospitals, ways to increase patient safety

Nothing in healthcare is standard, but here we explore how standards fit together to support our digital transformation.

## For more information

[www.gs1au.org/for-your-industry/healthcare/healthcare-webinars/](http://www.gs1au.org/for-your-industry/healthcare/healthcare-webinars/)



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AHSPQ Journal | Q2 2013



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Q2 2019



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Total Registered Members: 452  
Full Members: 361  
Corporate Members: 91  
Associates: 5  
Life Members: 13  
Industrial Liaison  
Group Members: 9

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**LEKKER** A Lekker  
The Nice Agency. publication  
for AHSPO

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Peter Lack reviews this editions  
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Wheel Winery in Bridgewater,  
Victoria.



## Snapshots

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### Stunning breakthrough in AIDS research

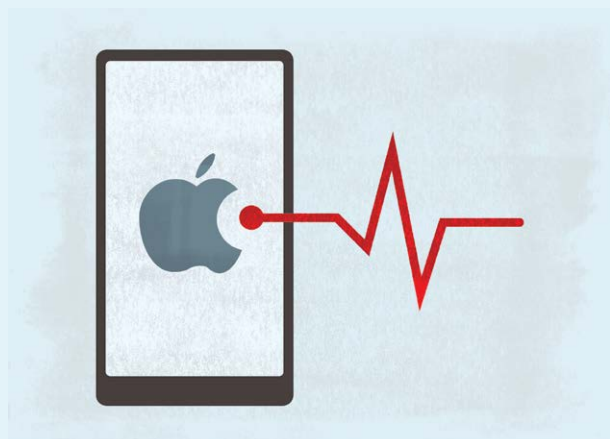
Scientists from Temple University and the University of Nebraska cured mice of HIV for the first time in history, according to a new study published in Nature Journal.

Using a new combination of CRISPR technology and antiretroviral therapy they managed to eliminate the HIV-1 virus in nine mice. “We think this study is a major breakthrough because it, for the first time,

demonstrates after 40 years of the AIDS epidemic that the HIV disease is a curable disease,” said study co-author Dr. Kamel Khalili, chair of the department of neuroscience and director of the Center for Neurovirology and the Comprehensive NeuroAIDS Center at Temple University.

While the research project has a long way to go, these are extremely encouraging signs.

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### Apple Acquires Asthma Monitoring Start-up

Back in May, Apple quietly acquired Tueo Health, a California-based start up who have developed an application to help monitor Asthma symptoms in children. Apple have been gradually building their healthcare business in recent years with the acquisition of Glimpse and Beddit, as well as developing their own personal health records application.

## Snapshots

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## New Guidelines to reduce risk of infection

The Australian Government, National Health and Medical Research Council and Australian Commission on Safety and Quality in Health Care have released new guidelines to help reduce the risk of surgical infection. The report makes key recommendations for perioperative, intraoperative and postoperative strategies.

With around 165,000 Healthcare Associated Infections (HAIs) each year, they are the most common complication affecting patients in hospital. Approximately 7% of hospitalised patients will acquire a HAI, with an estimated increase to the cost of a patient's admission of 8.6%.

The Guidelines provide a nationally accepted approach to infection prevention and control, focusing on core principles and priority areas for action. They provide a basis for healthcare workers and healthcare facilities to develop detailed protocols and processes for infection prevention and control specific to local settings. They also include a simple summary of all recommendations - with grading of strong and weak recommendations for and against, as well as specifying which recommendations also contain a statutory requirement.

You can find the guidelines at [www.nhmrc.gov.au](http://www.nhmrc.gov.au)

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## Finding the hidden costs in healthcare logistics.

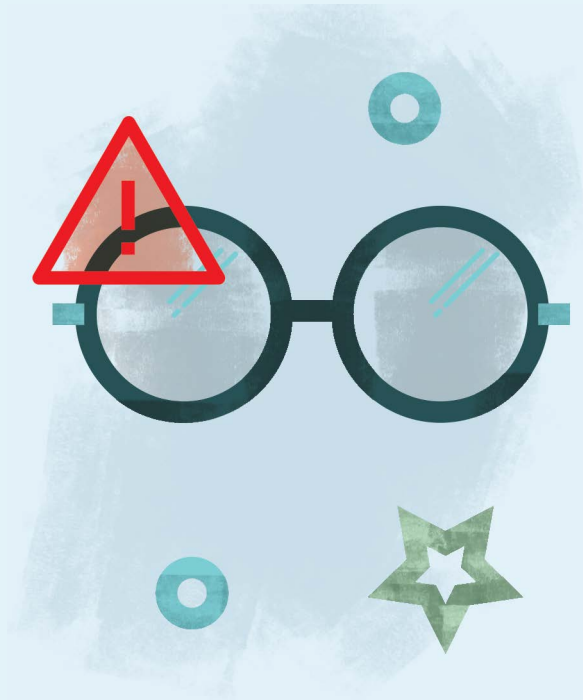
According to Supply and Demand Chain Executive magazine, clinical service items such as patient records, linen, specimens and biohazards account for 95% of all costs for healthcare providers. And such costs can slip through the cracks, be miscounted, double handled and bloat the bottom line. And it's the siloed nature in many organisation on how these records and assets are managed which is causing the greatest wastage. Author Jeromie Atkinson believes accurate and regular stock taking and centralised logistics management are key to rapidly improving performance.

## The Digital solutions driving healthcare forward

Australia's healthcare industry is on the cusp of major transformative change according to Professional services firm MinterEllison. They've singled out five key areas where technology is emerging - including health trackers, home health, the mobile health workforce, telemedicine and air-drop (drone supply deliveries). These trends are backed by a recent study by Accenture which found that more than a fifth of all young Australians had recently used a form of virtual care.

## Snapshots

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### Augmented Reality visualises pain in real-time

An interesting study out of the University of Michigan where researchers have developed technology which visualises and quantifies the presence of pain in a patient.

In the study, researchers triggered pain by administering cold to teeth. Patients wore a cap fitted with sensors which detected changes to oxygen levels and blood flow in the brain and using AI were able to interpret the data. Augmented Reality glasses enable the physician to see the patient pain signature in real-time. While the results are years away from mainstream application, the study opens up a raft of possibilities for the industry.



## OfficeMax is now Winc.

Even though we have a new name doesn't mean that anything's changed between us.

We're still here to support you when you need it. Our highly experienced Account Managers and Customer Service Team are always on hand to help.

You can also continue to benefit from consolidating the suppliers you deal with and improve process efficiency. All the same categories you were purchasing from OfficeMax are now available through Winc under the HPV Workplace Solutions contract (HPV2016-109).

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# Presidents Report

WELCOME TO THE JULY JOURNAL

It's been a busy last few months, with our ever evolving education programme continuing to deliver great learning outcomes, and preparations for the Conference entering the final stages.

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ALDO SANTO  
PRESIDENT

## Conference 2019

With this year's Conference just a few short weeks away, I must say excitement is building! Once again the Conference is being held at Mantra in Lorne, and not only does the venue provide fantastic facilities for the growing number of delegates we have, it also enables us to share the venue with our Corporate colleagues and promote the valuable networking opportunities available.

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**I'm confident you will not only enjoy proceedings but take some truly valuable insights from it back to your work.**

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The Executive Committee and team have worked very hard to bring you a great conference this year and I'm confident you will not only enjoy proceedings but take some truly valuable insights from it back to your work. We have secured a broad range of speakers, as well as another panel session, to enable ongoing interaction with you all.

## Negotiation training

We recently completed a great day of training where members learnt the theory, then took part in role play scenarios, peer reviewed performance, reversed roles and negotiated once more. The improvement between the first and second attempts was remarkable and a testament to the great session put on by Debra and Terry from GS1. Well done team.

## Annual General Meeting

As with last year, we invite all members to join us at the AGM, to be held on Thursday, 15 August, 2019 at 4:30pm and this will be held at the end of session four. By joining us you'll have the opportunity to hear what AHSPO has been doing over the last year, what we have planned for the coming year and you, as members can help us with our decision making processes for the future.

I can't wait to bring everyone together and reflect on the great things we've done as an Association, and look toward the future. The work we do as group never ceases to amaze and inspire me, and I hope you'll feel the same at this years Conference. I'm looking forward to seeing you all there.



**ALDO SANTO**  
PRESIDENT

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# Building Traceability Into Healthcare Supply Chains

FOR THE SAKE OF PATIENTS

Procurement and supply chain professionals in healthcare organisations are under pressure to ensure compliance with new requirements for everything from 'modern slavery', probity and 'chain of custody' all requiring time and focus.

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BY GS1 AUSTRALIA

When it comes to the products we use in healthcare and how these are managed throughout the supply chain, stakeholders are increasingly working together by combining emerging technologies and available data to simplify this complex environment. With an increased requirement and demand for traceability of products, not only in the 'supply chain' itself but also from patient groups and within regulations it is worth pausing to ensure that we are building traceability into our supply chains. This means investing in systems and technology that will make this possible in the future.

In the past, it was commonplace to capture some details of the products used in caring for a patient so that we could properly charge for the care provided. Now, the need for greater detail is being driven by patients who are demanding to have accurate and up-to-date records of what devices have been implanted or used on them. Safety practices and recent incidents where patient contact related to product issues were inhibited due to a lack of available data have highlighted the need for change.

Regulatory changes are now occurring globally that are reinforcing the need for a change of behaviour in how we manage the supply chains through to the patient. In order to make sure it is easy for clinicians to keep accurate records for the sake of patients, the procurement and supply chain that precedes the clinical interaction and the technology solutions that are used throughout must enable their part of the healthcare digital thread.

## Understanding the importance of the Healthcare Digital Thread

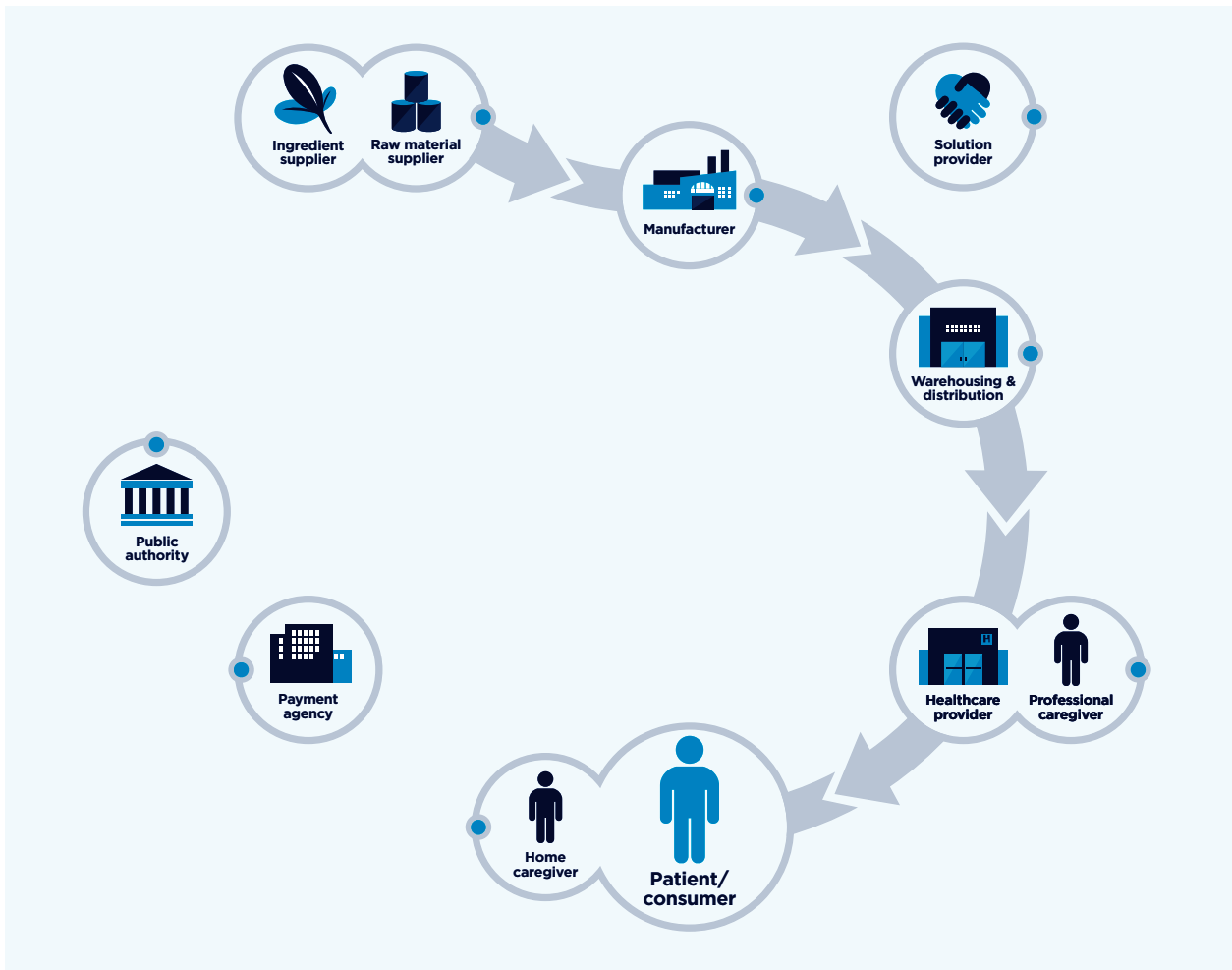
By working with the healthcare community GS1 has defined the Healthcare Digital Thread (opposite) to help depict the collaborative interrelationships and connections between healthcare stakeholders. It also shows how the use of data and global standards helps to drive the physical flow of products and services, as well as the digital exchange of patient and transactional data.

By being able to visualise the interrelationships, each of the stakeholder groups is better able to understand their role in the continuum. This reinforces the need for interoperability and technology that supports consistent data and the traceability of all products that are used in healthcare.

An effective digital thread in the real world calls for increased collaboration between all stakeholders. Importantly, in the case of Healthcare providers and solution providers this is critical so as to increase interoperability between electronic health records, enterprise resource planning, clinical systems and other relevant systems and solutions. Also critical is ensuring the healthcare supply chain and related solutions are not forgotten in this ecosystem.

The benefits to the health providers and patients are obvious by ensuring we have consistent data and the ability to track products through to patients, however the benefits for manufacturers are just as





Healthcare Digital Thread as defined by GS1 global healthcare community. Access the digital thread online: <https://xchange.gs1.org/sites/hc/hdt>

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By working with healthcare providers, solution providers and government, we can trace the products back to the manufacturer and track them forward to the healthcare provider and even to the patient, thus creating a better health system.

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significant. With an effective and interoperable 'digital thread', product data can be efficiently captured, exchanged and analysed for improvements to product development and manufacturing. This in turn can

increase the velocity of new product introductions, the execution of needed product changes and lead to new services to distributors and healthcare providers.

Most manufacturers in healthcare understand that they can no longer just make and sell a product. By working with healthcare providers, solution providers and government, we can trace the products back to the manufacturer and track them forward to the healthcare provider and even to the patient, thus creating a better health system.

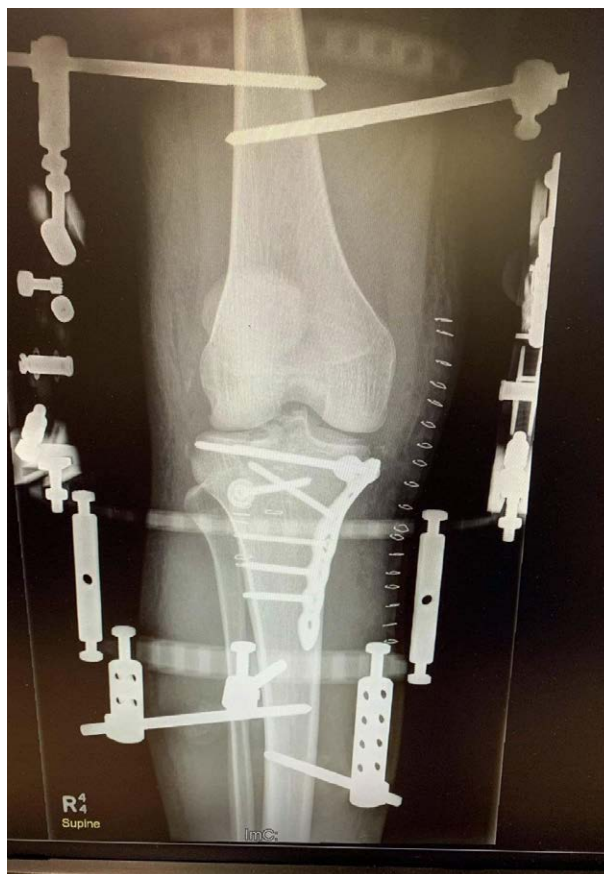
### Balancing priorities and understanding the need to change

For a long time, we have seemingly not had the impetus to drive investment in healthcare supply chain, related IT systems or in building inventory management capability. Instead, we have been incrementally improving or relying on our people to deliver efficiency and accuracy as best as they can. This appears set to change as we now look anew at the needs of the system as a whole.

The global move towards a harmonised and visible approach on how medical products are managed has now reached Australia. The most significant signal of change has been the consultation released in January 2019 from the Therapeutic Goods Administration (TGA) regarding a proposed Unique Device Identification (UDI) system for medical devices<sup>1</sup>. The signals have however been there for some time with relation to pharmaceuticals. Change is inevitable with the increased emphasis on use of global standards to support data accuracy related to electronic management, the medicine safety initiatives led by the Australian Digital Health Agency and the push from clinicians themselves who are wanting to make improvements in patient safety.

Effective change in a complex health system like that of Australia's is a challenge due to its geography, the mix of public and private providers, our diversity of needs across our population and our often-complicated funding models. These are the reasons why it is necessary now to start the process of adopting future needs within planned upgrades, to understand how we incorporate when building new facilities, to ensure that what we expect from our technology partners is clear and to address this in our processes when sourcing and developing products of all types.

There will be no 'big bang' where change has happened suddenly, nor should we be waiting for others to complete their part of the process before we do anything. All stakeholders - large and small - across the digital thread will need to look at their current capabilities and understand what they need to do to enable traceability. For the sake of our patients, all stakeholders must start planning for and gradually implementing changes within their organisations



Now, the need for greater detail is being driven by patients who are demanding to have accurate and up-to-date records of what devices have been implanted or used on them. Provided for use with expressed permission of the patient



<https://xchange.gs1.org/sites/hc/hdt>

By working with the healthcare community GS1 has defined the Healthcare Digital Thread to help depict the collaborative interrelationships and connections between healthcare stakeholders. It also shows how the use of data and global standards helps to drive the physical flow of products and services, as well as the digital exchange of patient and transactional data.

1. The Therapeutic Goods Administration consultation on a proposed Unique Device Identification system can be accessed at <https://www.tga.gov.au/consultation/consultation-proposal-introduce-unique-device-identification-udi-system-medical-devices-australia>

Keep Healthcare Growing



# 31st Annual AHSPO Conference

Wednesday 14th to  
Friday 16th August 2019

Mantra Lorne  
Lorne, Victoria

**Registrations now open.**

To register your attendance via Eventbrite  
Visit: <https://bit.ly/2Ne8t0H> | Password: AHSP02019

# Top Tips for AHSPPO Conference 2019

THE 31ST ANNUAL CONFERENCE

With conference 2019 just a few weeks away, here's our top tips to help you make the most of the event!

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WORDS BY RICKY MUTSAERS  
ILLUSTRATED BY JULIAN BROWN



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## Get some rest

It's going to be a busy few days, so before the event, get a few nights of great sleep so you're energised and ready to go for day one. During proceedings, don't be afraid to find a little time for yourself. Take a break between the last session of the day and evening events - whatever helps you stay focused and get the most out of Conference 2019!



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## Find a buddy

New to AHSPPO or your first time at one of our conferences? No need to worry - we're all one big family! A great way to get up to speed is to find a buddy who's been there and done that. They'll help you find the right place to go, meet new people and tell you which canapes to avoid. All AHSPPO Members are not only experts in the industry, but friendly and willing to share a story or two.



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### Focus on what you're there to learn

Most conferences offer an avalanche of information and things to take in and it can get a little overwhelming. So decide what you want to learn and take home from the conference so you can focus the sessions you join, the questions you ask, and the things you learn on what matters most to you. And take notes. Lots of notes.



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### Meet new people

Above all, AHSP0 prides ourselves on being one big family. So don't be afraid to put yourself out there. Not only might you meet new contacts in the industry, you might meet people with complementary skills and experience. One thing is for sure - you'll make friends while doing it. Don't be afraid of networking on your terms, if introducing yourself to a group of people isn't your thing, consider a meeting over coffee or an early breakfast. Whatever helps you be your best and meet new people.



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### **Put away your smartphone**

Conferences are all about interacting with people. So while you might have emails waiting don't forget to put that smartphone away at least some of the time. Get yourself organised before the event, set expectations with suppliers (and family) pop your out of office on - and use the time at the event to soak it all in.



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### **Share what you've learnt**

When we leave events we have a tendency to move right back into the 'real world' and forget all the great things we've learnt. A great way to make it stick is to share things within your business. So take the time to present what you've learned in a team meeting; write a blog - whatever suits you! But sharing and talking about what you've learnt not only helps it stick but spreads the word of what we do here at AHSPO.

# 31st Annual AHSP0 Conference 2019

KEEP HEALTHCARE GROWING



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## Get into the spirit

Challenge your thinking and that of those at the conference. Go into the conference with an open mind and don't be afraid to ask questions during sessions or discuss your thoughts with delegates.

When it comes to getting into the spirit - don't be shy at the gala evening! It's a chance to let your hair down and most importantly impress your friends with the most impressive **80's TV shows costume** - the theme for this year's dinner!

Wednesday 14th to  
Friday 16th August 2019

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Mantra Lorne  
Lorne, Victoria

To register your attendance via Eventbrite  
Visit: <https://bit.ly/2Ne8t0H> | Password: AHSP02019

# Australia's Obesity Battle

WEIGHS HEAVY ON HEALTHCARE

Australia now has one of the highest obesity rates in the world. With over 60% of Australians now above a healthy weight, it's fair to say Australia's 'battle of the bulge' is growing to epidemic proportions.

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REPRINTED WITH PERMISSION FROM KEYSTONE HEALTHCARE

As our population ages, older Australians (over 55 years of age) are being caught up in this health crisis. Older people are now 6-7 kilograms heavier than their counterparts were 20 years ago.

With our more sedentary lifestyle and easier access to energy-dense foods, this problem is set to continue, fuelled by children and young adults gaining weight at a higher rate than ever before. With an estimated 1 in 3 Australian adults becoming obese by 2025, it's an issue that healthcare providers need to plan for today.

We know that obesity contributes to a range of medical problems. People carrying excess weight are at higher risk of developing type 2 diabetes, heart disease, some cancers, kidney disease, osteoarthritis, and other chronic conditions.

For our healthcare system, this translates into more frequent hospital admissions and longer stays. This increasing reliance on healthcare has serious implications for hospitals, for nurses and carers, and for aged care facilities. The annual cost of treating obesity-related diseases is projected to increase from \$8 billion (in 2012) to \$21 billion by 2025. Looking at that number, it's important to recognise its implications on not only the provision of services, pharmaceuticals and care, but also on the increasing need for specialised equipment to accommodate larger and heavier patients.

This investment includes providing wider and stronger trolleys, wheelchairs, armchairs and beds. Bariatric monitoring and assistance equipment also needs to be factored in, as well as pressure care solutions for patients who are bedridden for prolonged periods. Additionally, there is also an important health and safety concern for nurses and carers. The manual handling of obese patients poses significant challenges for both the patients themselves, and for those caring for them.

Occupational injuries are reportedly highest for staff of hospitals, residential and aged care services, and are predominantly related to manual lifting and transferring of patients. In some healthcare facilities, full-time safety staff have been appointed to oversee safe manual handling of obese patients due to staff injuries.

## **It's time for better bariatric care**

The obesity problem isn't going away, and obese patients deserve the same level of safety in healthcare as any other Australian. Healthcare facilities are beginning to understand the need for investing in equipment for moving, managing and caring for obese patients safely while preserving their dignity.





The range of commercially available equipment designed for obese patients is growing. Items include:

- Manual and powered wheelchairs
- Mobile and ceiling hoists and slings
- Reinforced beds, trolleys and chairs
- Walking frames and other mobility equipment
- Shower chairs and floor-mounted toilets
- Weighing devices for non-ambulant people
- Pressure mattresses for beds and chairs
- Aids to assist with turning or lifting patients in bed

This equipment needs to be reinforced and able to support weights of up to 300kgs. To achieve this, bariatric equipment is typically strengthened by a variety of methods including using stronger metals and thicker tubing. Rigid frames (as opposed to frames with moving parts such as folding frames) are also used to support heavier patients, reducing their risk of a fall. Additionally, monitoring equipment such as fall alarms and roll-out systems are available to ease the burden on healthcare staff.

## Paving a new road ahead

With a recent study finding that the majority of patients living with clinically severe obesity are unable to access adequate care in the public hospital system,

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Healthcare facilities are beginning to understand the need for investing in equipment for moving, managing and caring for obese patients safely while preserving their dignity.

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the needs and safety of these patients is an issue that healthcare providers can no longer ignore. Healthcare safety equipment provider Keystone Health Supplies offer bariatric solutions for rental or purchase. We work with leading bariatric equipment manufacturers worldwide to provide hospitals, aged care facilities and private residences with affordable and reliable equipment.

It's our goal to reduce preventable injuries in healthcare settings and promote safe care for those at their most vulnerable across Australia.



AHSP O EDUCATION

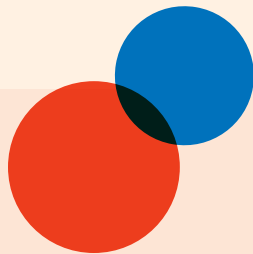
# BRINGING PRACTICAL HANDS-ON LEARNING

TO THE EDUCATION PROGRAMME



WORDS BY DEBRA BIRZNIEKS  
AHSP O EDUCATION OFFICER

It's been a busy twelve months since I took on the Education Officer role on the AHSP O Committee. Things started slowly, but I'm pleased with the steady progress we've made building on the solid foundation laid by Ron Hillier.



I have a cool Procurement, Supply Chain and Commercial role however my favourite part is where I get to develop people. I like to think of it as the gift that keeps giving, the gift that maximizes capacity and capability, and drives positive culture. It's something that's really important to me and something I look for in my team and the organizations I work for. In fact, the key driver for my nominating for the Education Officer role with AHSP O was to facilitate a growth and skills uplift in the health sector.

I believe that personal development is about building a range of skills to complement traditional qualifications, and the AHSPPO education programme reflects this focus. Thanks to the support of industry partnerships, the education programme at AHSPPO aims to deliver personal development founded on three key principles.

## The Three Principles of the AHSPPO Education Programme

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### Obtaining a Baseline Qualification

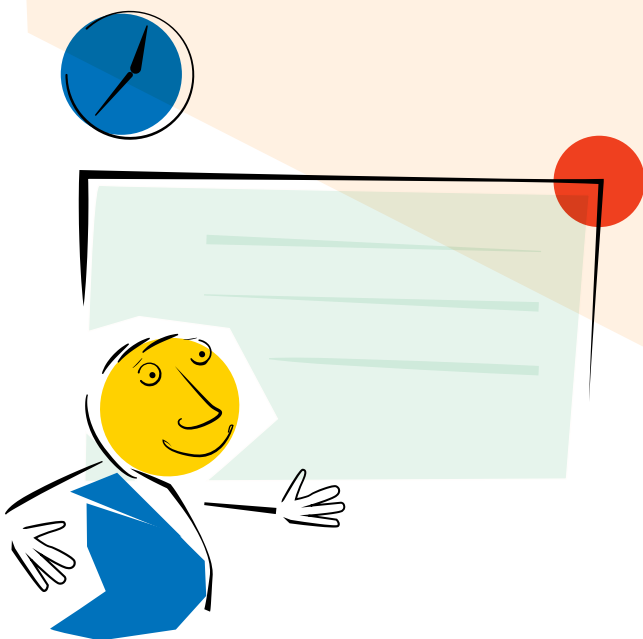
Though the University of New England (UNE) an undergraduate qualification (diploma) is on offer. Supported by the UNE team this can be done online and in the member's own time and pace. The offering allows a single subject option, although contract management must be done as a group of three modules.

### Develop Portable Skills and Qualifications

We aim to educate members to build portable skills they can take into new roles within Procurement, Supply Chain, Inventory Management and Warehousing. Through AHSPPO's relationship with Vative, members can obtain a number of practical certifications or practitioner qualifications in Lean and Project Management.

### Build Practical Skills and Confidence

We're creating a series of workshops delivered through AHSPPO's partnership with GS1 using their extensive skills, capabilities and their relationship with the University of Sydney. The first workshop, on all things negotiation you can read about further on.



# The Workshops

## Great learning outcomes are driven by pairing theory with hands on practice.

Our vision for the AHSP0 education programme is to help members learn from real-world scenarios to add more depth of experience to their formal qualifications.

We recently delivered our first negotiation workshop. Our vision is to develop four scalable workshops that can be delivered over a day, or as breakouts before future annual conferences, providing the AHSP0 family with a new and different conference experience.

I'm excited to share with you a review of our first workshop and look forward to working with you all to bring this vision to life.

## Showing participants what not to do

To break the ice and build confidence in participants, the GS1 trainers and I role played a demo negotiation to illustrate the techniques and tactics that were required for the role play.

To encourage the pursuit of best practice, our demo role play 'acted-out' just about every good, bad and faux-pas behaviour in the book: flattery, weasel, good cop/bad cop, amongst many others.

While not only fun, this created a relaxed environment, where attendees felt they had permission to make a mistake and to know that every mistake has a recovery point. Some learning was focused on how to identify this recovery point and how to get negotiations back on track. Whilst we had laid out the rules of engagement and emphasised it was a safe environment to practice and make mistakes, it was obvious that no-one could make as many blunders as Terry and I had theatrically demonstrated.

The trainers encouraged round table introductions, storytelling and plenty of industry anecdotes to provide context and content from different perspectives.

To encourage the pursuit of best practice, our demo role play 'acted-out' just about every good, bad and faux-pas behaviour in the book: flattery, weasel, good cop/bad cop, amongst many others.



## Putting theory into action. Role play style.

The teams were presented with two scenarios, specifically from the health sector and were divided into negotiating groups. Each group was then divided into buyers and suppliers. Each team of 3 or 4 was given 40 minutes to prepare their negotiation strategy.

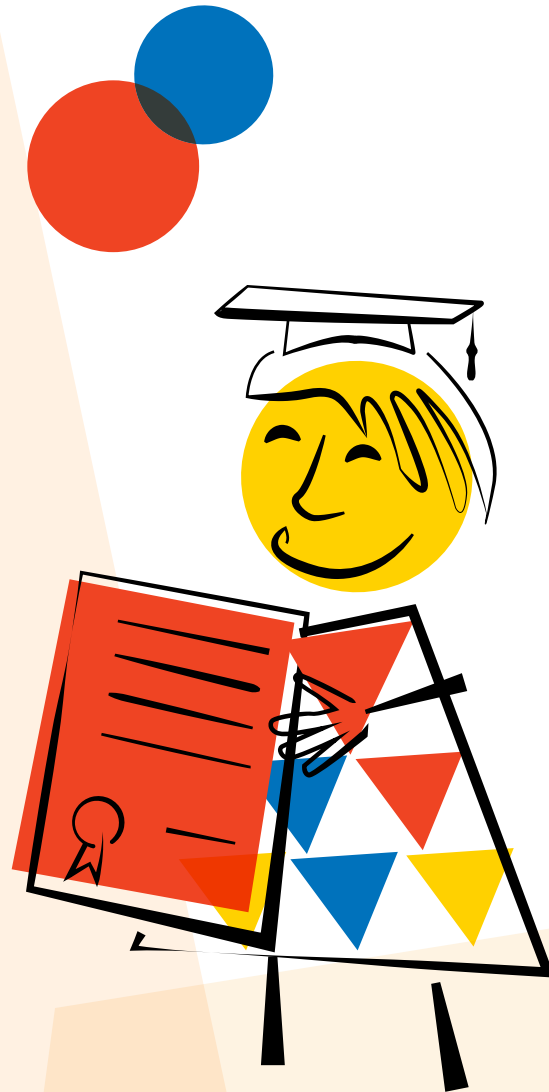
After lunch, negotiations played out with great results. Everyone got into the spirit of the role play and was fully engaged. Needless to say, Terry, Fiona and I were only too happy to engage in some 'dramatic' repartee to encourage the general sense of relaxed learning.

Overall there was a great deal of experiential learning achieved; attendees were able to break through a level of shyness and participation increased as trainees relaxed into their assigned roles. People became more animated and were visibly mixing fun with a good dose of learning.

The teams brought great enthusiasm and energy to day, even working through lunch on their negotiation strategy.

Workshops such as these also provide the bonus of ample opportunities for networking, and forming new professional connections, not to mention facilitating the exchange of views, skills and knowledge. AHSP0 endeavors to offer its members meaningful and engaging learning experiences and this workshop delivered on this promise wonderfully.

Our professional relationship with GS1 Australia has strengthened, through our shared passion for education as a transformative opportunity and our commitment to the promotion of effective and efficient business processes in the healthcare procurement space.



**Our next planned session will focus on the application of GS1 global standards in identification and barcodes for healthcare. Please join us on Friday, 1 November 2019 for a day of interactive content and context rich training that will strengthen your skills and knowledge while unlocking the mysteries of the ubiquitous barcode.**

# Social Pages

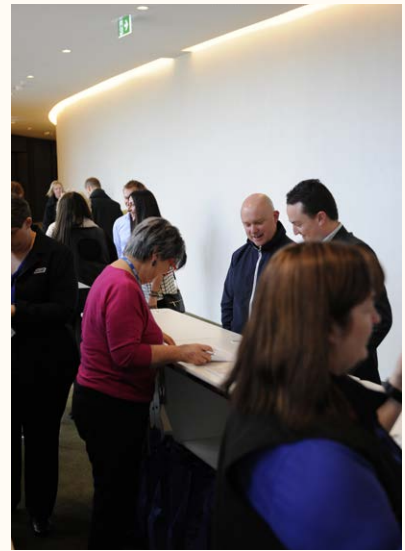
AHSPO CONFERENCE 2018

With Conference 2019 fast approaching, let's look back at the good times from last year's conference.











**31st Annual AHSP0 Conference**  
Keep Healthcare Growing

# Conference Programme.

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Wednesday 14th to  
Friday 16th August 2019

Mantra Lorne  
Lorne, Victoria



# Welcome to the ASHPO 2019 Conference.

## Keep Healthcare Growing

Each year I reflect on how we bring more likeminded people together, with even better speakers to share their wisdom and generate truly insightful conversations. I must say I'm looking forward to the 2019 Conference more than ever. With a line-up of esteemed speakers, and industry leading topics for discussion, this year is set to be another engaging event.

The last few years have been amazing, with the organisation looking towards the future, but this year we are looking at how we can shape the future of the industry, work together, and Keep Healthcare Growing.

On behalf of the Executive Committee I look forward to seeing your registration via Eventbrite and welcoming you to this year's event in August.



**Aldo Santo**

President  
AHSPo Incorporated



# Wednesday August 14.

## SESSION ONE

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**2.00pm – 5:30pm**

Delegate and Corporate Registration

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**6:00pm – 6:30pm**

**Welcome Reception**

President of AHSP0, Aldo Santo and  
Cr Clive Goldsworthy, Deputy Mayor and Lorne Ward Councillor

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**6:30pm – 8:30pm**

Exhibition Reception & Exhibition Opens

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**9:30pm**

Close of Exhibition & Day 1 program



## 2019 Conference Venue

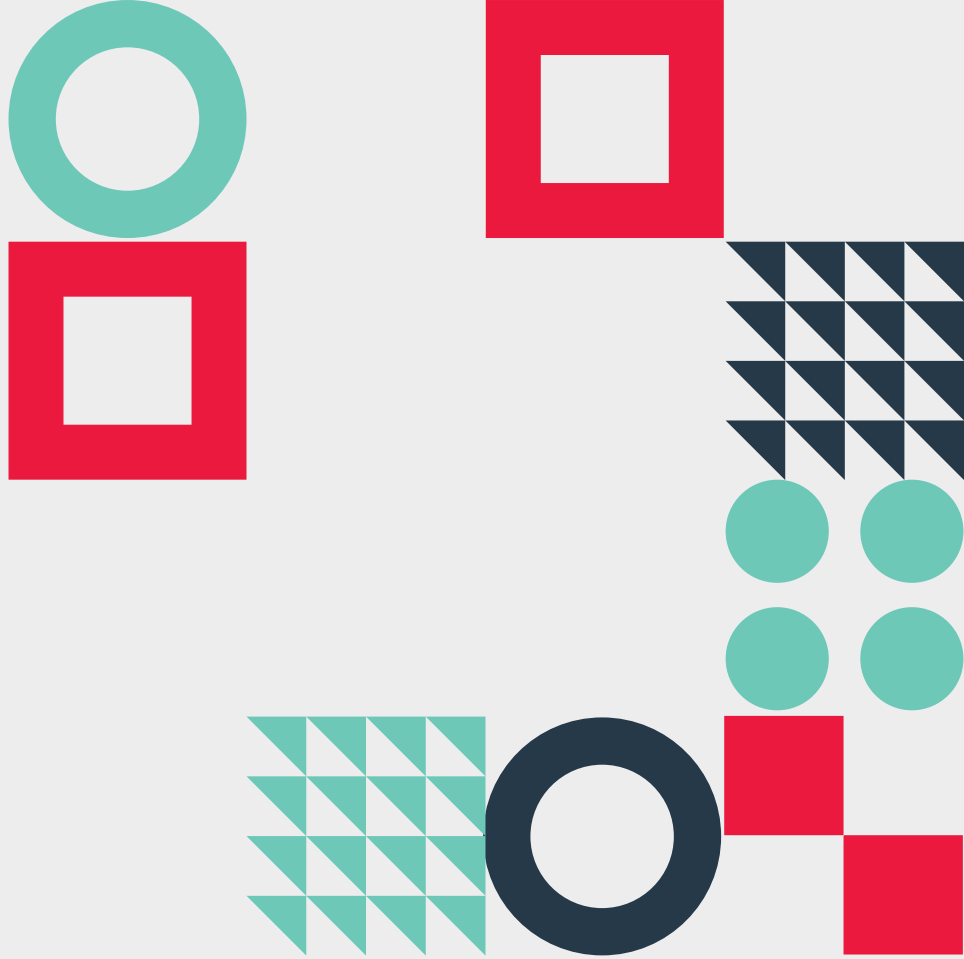
# Welcome to Mantra Lorne.

This years conference will be held at Mantra in Lorne. From humble beginnings as the oldest guest house in Victoria, Mantra has grown to take in 12 acres of beautifully landscaped gardens and holds the only beachfront property in Lorne.

Ideal for conferences, Mantra can host up to 500 delegates in the convention space, while the Heritage Ballroom's classic pressed tin walls and wooden floorboards create the perfect setting for gala evenings.

Delegates staying at Mantra can enjoy some of the best facilities on the Surf Coast and take in the ocean breeze before taking the short stroll to breakfast and the days activities.

This years wonderful venue will no doubt help us get inspired, motivated and most of all enjoy the AHSP0 Conference 2019.



# Thursday August 15.

## SESSION ONE

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**6.00am – 8:15am**

Breakfast in the dining room for all in-house guests

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**8:20am**

**Welcome**  
President of AHSP0, Aldo Santo

---

**8:30am**

**Conference Opening**

Thursday August 15.

## SESSION TWO

---

8:40am – 10:00am

### Keynote Speaker

Dr Sally Cockburn – aka ‘Dr. Feelgood’ GP and health advocate – with a twist.

Proudly supported by Bunzl



Followed by

Suppliers Magic Minute presentations

---

10:15am – 10:45am

### Break out – Morning Tea

Proudly supported by Defries Industries



Thursday August 15.

## SESSION THREE

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10:45am – 11:20am

### Inventory Optimisation –

### Creating Value by Managing Inventory Assets

Warwick Shaw

Johnson & Johnson

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11:20am – 12:00pm

### Stop the Noise – Start the Growth

Georgia Manning – Marketing Coordinator

Vative Healthcare

---

Followed by

Suppliers Magic Minute presentations

---

12:15pm – 1:00pm

### Break out – Lunch

Proudly supported by Fresenius Kabi





Supported by



# Keynote Speaker

## DR SALLY COCKBURN

---

Thursday, Session Two, 8:40am

Dr Sally Cockburn is a GP and health advocate – with a twist. While she practices part-time in suburban Melbourne, she is also known around Australia as “Dr Feelgood”, a high profile media presenter who champions sensitive issues and demystifies medicine”

Proudly supported by Bunzl





**Thursday August 15.**

## SESSION FOUR

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**1:00pm – 3:00pm** **Panel discussion with James Piplios and Industry Panel**  
GS1, Monash Health, Melbourne Health, DHL, Entrepreneurs Program, Barwon Health General Counsel, Regis Aged Care

---

**Followed by** Suppliers Magic Minute presentations

---

**3:15pm – 3:45pm** Break out – **Afternoon Tea**  
Proudly supported by Ontex



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**3:45pm – 4:30pm** **Keynote Speaker**  
Dave O’Neil – Australian comedian.  
Proudly supported by Perrigo Australia



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**4:45pm – 5:00pm** **Annual General Meeting**  
All welcome to attend

---

**7:00pm – 12:00am** **Thursday Night Gala – Conference Dinner**  
Proudly supported by our  
Diamond Sponsor Coregas



# Meet our M.C.

## EMILY RICE

---

Emily Rice is an award-winning senior journalist and presenter with over 16 years' experience in Australia and internationally.

Proudly supported by our  
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# Keynote Speaker

Supported by



## DAVE O'NEIL

---

Thursday, Session Four, 3:45pm

Dave O'Neil has been in the business of comedy for over 20 years and is one of Australia's most recognisable stand-up comics, having performed at 16 Melbourne International Comedy Festivals and at dozens of comedy clubs nationally.

Proudly supported by Perrigo

## Conference Dinner

Proudly supported by our  
Diamond Sponsor Coregas



## Thursday Night Gala

# 80's TV Shows

The 80's are back! This year's theme is **80's TV Shows!** Come dressed in your best for a flashback to a time when Matlock was king, talking cars were the future and Alf ruled the airwaves!

Coming together at Conference 2019 is not only a chance for us to share ideas and debate new thinking and learn from our peers - it's a chance to let our hair down and enjoy ourselves!

Over the year we test ourselves, stretch ourselves and work with diligence and pride. This year's Gala event will be the perfect chance to share in our successes, compare procurement battle scars and enjoy each other's company in a relaxing and fun environment.

**\$5 or more entrance fee donation.**  
**Monies collected will be donated to the charity for 2019**



# Friday August 16.

## SESSION ONE

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6.00am – 8:00am Breakfast in the dining room for all in-house guests

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8:30am – 10:00am **Environmental Sustainability in Procurement**  
Bradley Keam – Sustainability Manager  
Baxter Healthcare

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Followed by Suppliers Magic Minute presentations

---

10:15am – 10:45am Break out – **Morning Tea**  
Proudly supported by Kimberly-Clark



Friday August 16.

## SESSION TWO

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10:45am – 11:15am **Local Charity Speaker – Anglesea Community House**  
Samantha Gault – Committee of Management President

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11:15am – 12:15pm **Keynote Speaker**  
Amanda Gore – The Power of Joy.  
Proudly supported by Ecolab Healthcare



12:15pm – 12:30pm **Closing Address**  
President of AHSP0, Aldo Santo

---

12:30pm – 1:00pm **Lunch “On the Go”**  
If you need a packed lunch, Please make sure  
you have booked at the Conference Registration.  
Proudly supported by Hill-Rom



# Our chosen charity for 2019

## Anglesea Community House

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The Anglesea Community House supports and encourages the self empowerment of individuals to develop community spirit and co-operation in Anglesea, Aireys Inlet and surrounding areas. Playing a vital role in the social, educational and cultural life of the Surf Coast community, they offer a variety of programs, activities and services, involving a diverse range of people from the community.



anglesea  
community  
house



## Keynote Speaker

Supported by



### AMANDA GORE

---

Friday, Session Two, 11:00am

A communications and performance expert Amanda Gore, Keynote speaker and CEO of The Joy Project, uses the latest research in neuroscience, positive psychology, epigenetics, and emotional intelligence to help business leaders achieve the results they need by getting people engaged in, enthusiastic about and aligned with conference and corporate goals and vision. Amanda will help you to create joyful workplaces that lead to better performance.

Proudly supported by Ecolab Healthcare

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# Who Am I?

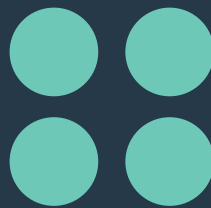
LAST EDITION'S ANSWER

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I used to be the young fellow at AHSPO. Now I'm one of the old guys. I first became a member in 1996, membership number 035 still showing proudly on my office wall.

ANSWER : TERRY HOY

Keep Healthcare Growing

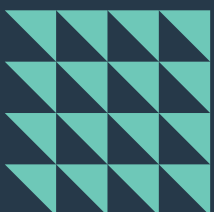


# 31st Annual AHSPO Conference



Wednesday 14th to  
Friday 16th August 2019

Mantra Lorne  
Lorne, Victoria



# Secret Wine Business

WATER WHEEL SHIRAZ 2015 VINTAGE



Welcome to my Secret Wine Business article for this edition of the AHSPO Journal. Based on some feedback I received from Ron Hiller, Manager Supply Services at Ballarat Health Services, I am reviewing an “affordable” wine for this edition.

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WORDS BY PETER LACK

It will be a trip down memory lane for some of the regular readers of my articles, as the wine I am reviewing is from Water Wheel Winery in Bridgewater in Victoria.

Fifty years ago, there was a lively degree of diversity in Australian culture. Although we were prudently a meat and three veg. society we were starting to explore some of the alternative cuisines that were on offer. With this diversity of cultures can a wider interest in wines that led to a renaissance of winemaking in Victoria. The late 1960s saw the first replanting of grapes in Bendigo in living memory. Soon after, more small vineyards sprang up around Bendigo, among them Water Wheel Vineyards in 1970, named after the nearby flour mill.

These early wines were successful for Water Wheel and for those readers of my age, we regularly consumed them in the late 70's and 80's. A new winery was built in 1980 to cope with additional grapes, and this is the building that today's wines are also produced in.

Water Wheel is still a family business based in Bridgewater, now with a vineyard area of over 100 hectares and sales across Australia and abroad.

So, it was the Water Wheel Shiraz 2015 vintage, which we tried earlier this year, and I must say it was the first one I had since the early 2000's. It was a “go to wine” for Rosemary Calway, back in the day if you were lucky enough to be out dining with her and her friends.

What brought me to try this wine again, was, I was on my way to visit Rosemary's parents and stopped to get a bottle of wine to share with them. I saw the Water Wheel Shiraz, and thought of Ro...I was pleased that I did.

The tasting notes which describe the wine perfectly state “It is a lively ruby red in appearance, showing spice, and dark fruit aromas, on the nose. The palate shows ripe berry flavours complemented with vanillin oak.

It's full bodied with a rich mid palate and subtle lingering tannins on the finish”. It can be enjoyed now and will reward with medium term (up to 5years) cellaring.

Accompany: It would be an ideal accompaniment to most red meat dishes or as we did with a lovely cheese, fruit and salami platter.

Availability: You can find this wine at all the major grog shops, selected Restaurants and online. You should pay between \$15.99 to \$18 per bottle.

And remember keep the comments coming..... as you know I always say, “the only thing better then drinking the wines, is to be able to talk to someone about them”!

Thanks' Ron for the suggestion!

“GOOD QUAFFING”

**PETER LACK**

---

**LEKKER**

The Nice Agency.

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# Let's be friends.

## Lekker+AHSP0

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Good friends listen first and ask questions later.

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

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