

# THE UNIVERSITY OF KANSAS HOSPITAL

## VALUE ANALYSIS

### New Product Requests

The following outlines our baseline requirements for the evaluation of new technology for our health system. Please make sure to follow all directions in order for your technology to be evaluated efficiently:

#### **Supplier Baseline Requirements: *Above the Line* Program**

All suppliers at the University of Kansas Hospital/Health System are required to meet the following baseline requirements to be considered an approved supplier:

- Registration and attestation to organizational policies and credentialing requirements with Vendormate
- Compliance and acknowledgement of Product Introduction procedures
- Achieve pricing competitiveness goals at the 25<sup>th</sup> percentile for the products purchased by the system
- Customer service requirements for front line support, product availability, education, and proactive communication

#### **Product Introduction**

All new products are introduced to the health system through MedApproved ([www.medapproved.com](http://www.medapproved.com)). The assessment is completed by providing supplier contact information, answering key questions about your technology and attaching pertinent documentation (pdf, brochures, pricing). We encourage you to provide as much information as possible in the tool as this is the initial introduction of your product to our operations teams.

#### **Strategic Business Planning**

Technology reaching certain financial thresholds will be required to be processed through our health system's strategic business planning process. This process requires that the technology is evaluated by taking your baseline information in MedApproved and populated a robust business planning document. The business planning process requires us to consider details for the below core review areas, the timeframe for the process may vary depending on scale of the project:

- Project Background, Description, Purpose
- Financial Impact for Capital, Operating Expenses(Supplies, Maintenance Agreements) and Staffing Needs
- Project Rational (What is the business problem the technology will address?)
- Critical Success Factors (What conditions are essential for the project to be successful?)
- Project Risk Factors (To what risks would the project – or not doing the project – expose the organization?)
- Alternative solutions (What other options could the organization pursue to address the concern, how do you compare to your competition?)

Thank you for your company's interest in investing in our patient care delivery processes with your technology. During this process feel free to contact our department with any questions.