2010 Purchasing Perspectives

In a question-and-answer session, Rick Schultz, President and Chief Executive Officer of Spectrum Surgical Instruments Corp. in Stow, OH, discusses what to expect in terms of operating room purchasing in 2010.

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Surgical Products: **How do you see OR purchasing changing in 2010 vs. 2009?**

Schultz: With the unknown of healthcare reform and the way it's going to affect hospitals, cost savings will be king in 2010. Operating rooms have to look at all cost savings opportunities presented. The surgical volume will increase in 2010 and costs will have to be watched. Operating rooms will have to look at all cost savings opportunities.

Surgical Products: **What is the most significant factor that will impact purchasing in 2010?**

Schultz: Once again it will be healthcare reform and the cash flow change that hospitals see from this new legislation. In addition, serious justification may be required to not use a GPO vendor, or the cost of a higher cost vendor.

Surgical Products: **What tips or advice would you offer hospital purchasing professionals in dealing with these factors?**

Schultz: Group purchasing organizations have done a nice job driving down costs. Hospitals will likely be asked to follow their GPO for the cost savings and to justify the cost of belonging to the group purchasing organization. The concept of better preventative maintenance contracts to make their operating rooms spend less.

Surgical Products: **Which product area or type of purchase do you see being impacted the most significantly next year?**

Schultz: I see capital expenditure still being affected in 2010. I feel hospitals are going to make assets last longer with better preventative maintenance programs and better utilization of healthcare system's capital equipment. I also see an increase in certified pre-owned equipment being purchased.

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