



NCFHCC BOARD OF DIRECTORS MEETING

October 27, 2021

MEETING MINUTES

The Board of Directors of the North Central Florida HealthCare Coalition Special Meeting for Project Funding Priorities was held virtually on October 27, 2021, at 1:30 via Zoom Join Zoom Meeting <https://nefrc-org.zoom.us/j/89168661472>

Documents provided to the NCFHCC Board via email:

Agenda; Validation of Board Members; Minutes from September 2021; Financial Reports for September 2021; Proposed Bylaws Changes; EMist Sprayer information; Ventilated Headboard information; btn Presentation; Virtual Training List

CALL TO ORDER

The meeting was called to order by the Chair, Jim Lyons with a validation of a quorum, with the following new Board members present:

Hospitals: Suzanne DeKay

At-Large Representative: Jason Long

At-Large Representative: Jeff Taylor

Emergency Management: Ralph Smith

Public Health: Tom Moffses

At-Large Representative: Jim Lyons

Others in Attendance: See Zoom report attached.

Absent:

Long-Term Care: Logan Andrews

EMS: Vacant

Welcome

The Chair welcomed members.

Approval of Minutes

The minutes from September 2021 were provided to Board members via electronic mail.

The Chair called for a motion of approval. Ms. DeKay moved approval; Mr. Long seconded; Motion carried.

FINANCIAL

Finance Report

Staff presented the finance report for September 2021. The report shows the usual and customary expenses Project funding will begin to decrease as projects are completed and reimbursements requested.

The Chair called for a motion of approval. Mr. Long moved approval; Mr. Moffses seconded; Motion carried.

Management and Administration

- New Staff Member: Staff introduced the new NEFRC staff member Monica Dominguez. She will be working on the CDBG-Mitigation Grant Project. While not part of the HCC, this program will develop a plan to provide resiliency in the Health and Medical Lifeline. We look forward to working more closely with Monica during this 3-year program.
- Potential Infectious Disease Pilot Projects:
 - EMIST sprayers: The HCC will survey the pilot embers to ask for feedback as they use these sprayers. The plan is to extend this project. County EMS agencies are under consideration as recipients for this equipment.
 - Ventilated Headboards: Haven Hospice is participating in a pilot project to build ventilated headboards to be used as temporary isolation beds. They will collect data on the assembly of these units to determine if this is feasible to offer to other long-term care members.

BUSINESS

New Members

Two new members requests were presented for membership.

The Chair called for a motion of approval of the members. Ms. DeKay moved approval; Mr. Long seconded; Motion carried.

Bylaws Approval

Staff reported the proposed changes that were provided to the Board members for review. While offering members the opportunity to attend meetings virtually, a request was made to include language of the importance of Board members attending the meetings in-person.

Board Vacancies

Staff reported that the EMS discipline is currently vacant. Staff is working with the EMS to select a representative.

2021-22 Project Funding Update

All projects are in process and are scheduled to be completed on time.

Presentation

Julianna Gordon provided a presentation about a supply chain solution named bbtn. The bbtn service is available to all Coalition members with no contract required. A copy of the presentation is attached.

Virtual Training: The training calendar is available on the website <https://www.flregion3hcc.org/what-we-do/training/>. Staff asked for members to share the virtual training opportunities with co-workers.

CLOSING REMARKS AND ADJOURN

The Chair announced the next meeting will be the General Membership meeting on December 16, 2021 at 1:30. This meeting will be a hybrid meeting; both in-person and Zoom options. The in-person meeting will be held at Haven Hospice in Gainesville. Masks will be required for anyone that plans to attend. The same link will be used for all meetings.

With no additional business, the meeting was adjourned.

Join Zoom Meeting <https://nefrc-org.zoom.us/j/89168661472>
Or Call 1-786 635 1003 Meeting ID: 891 6866 1472

DRAFT



Last Updated
October 27th

The Future of Medical Supply.

GOALS FOR ALL REDUCING HEALTHCARE COSTS



The Problem.

The medical supply market is antiquated and broken

- **Too few options at high prices**
- **Outdated ordering with faxes and PO's**
- **No digital payment options, no ecommerce channels, and no order automation**
- **Bulk ordering minimums keep providers out**



Customers are
looking for a new,
innovative
solution.



In general, hospitals are fed up with their current suppliers that's why you're hearing people are switching contracts.. it's always something - nothing about the procurement job is easy. I really think it's time for a change"

— Maine Hospital Association





btt

Why btt?



Our Vision.

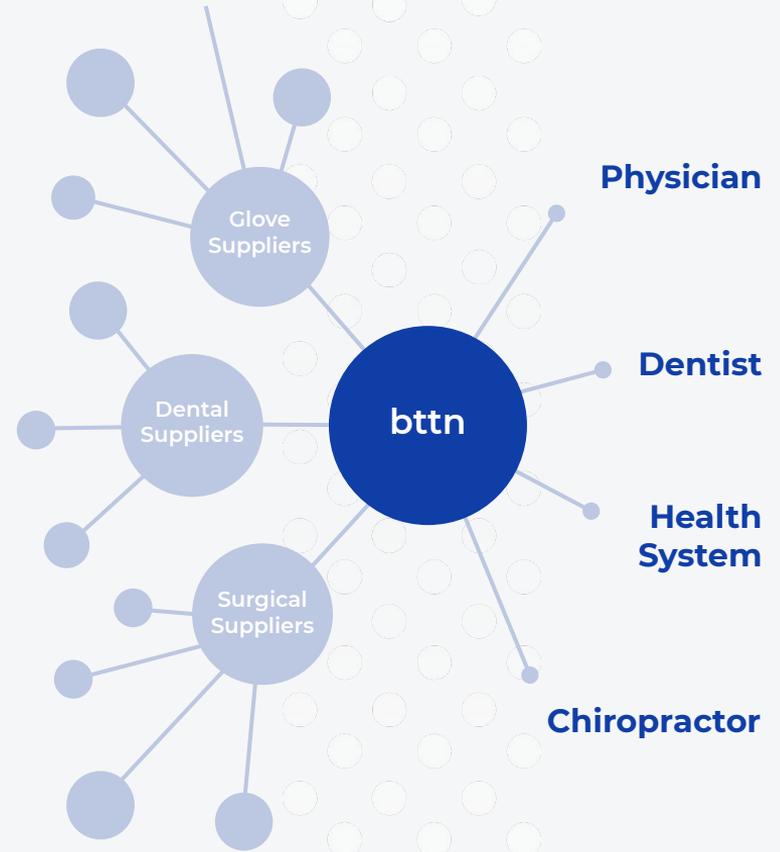
We are BttN—the future of medical supply

We're revolutionizing the way people access critical medical supplies by **reducing the cost of healthcare for all.**





Building the connective tissue for the medical supply industry.





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The btt Solution



Automation & Transparency for an Antiquated Market



No back orders & Guaranteed supplies

Real time data updates catalog and keeps buyers informed



Automate your ordering

Subscribe & save with your most common purchases



Reinventing the procurement process

Moving and archaic ordering process to a familiar ecommerce interface



Advanced Payment Options

PO & Invoicing capabilities built in, Net 30/60
Terms available for all customers



Transparency

Order Tracking, data insights, and price transparency at every step



Free Shipping & Logistics Coordination

We ensure your products are on time and where they need to be.



Customer Examples.



Veterinarian

Can't access typical medical supply channels, forced to buy from 1-2 vet specific suppliers regardless of supply type.



Health System

Purchases \$5M a year from main supplier, can't get them on the phone at their most crucial moments for simple \$1000 orders



Senior Living

Must use local suppliers at high prices because they cannot meet bulk ordering requirements from national suppliers



Customer Experience Is Our Top Priority

- Product breadth
- Predictable demand = Faster Delivery
- Higher Quality Suppliers
- Provide more value as we scale
- Tighter coordination with large health systems

	Supplier Network	Nationwide Logistics	Ecommerce ordering	No Minimum Order Quantity	No Contract Required	Transparent Pricing Strategy
bbtn	✓	✓	✓	✓	✓	
Traditional	✓	✓	✗	✗	✗	



bttn is The Preferred Supplier 20+ Partners Across the U.S.



Washington Association for Community Health
Community Health Centers
Advancing Quality Care for All



HOSPICE & PALLIATIVE CARE ASSOCIATION OF ARKANSAS
advancing the promise of care





FL COVID-19 Mitigation Strategies

PPE: Gloves, Masks, N95s, 3M

COVID-19 Tests: OTC, Rapid Antigen,
PCR, PCR Strategy

Medical Supplies On-Demand:
Syringes, Cannulas, Tubes





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Last Updated
September 30th 2021

North Central Healthcare Coalition Discount Code - Region3HCC

Visit: www.bttusa.com

Contact Us!

Julianna Gordon, Head of Business Development

julianna.gordon@bttusa.com

Daniel Black, FL Account Rep

daniel.black@bttusa.com



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Last Updated
September 30th 2021

Thank you.

THANK YOU FOR ALL REDUCING HEALTHCARE COSTS

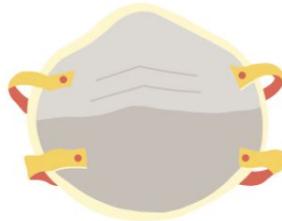


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Case Study



Nancy is a Director of Nursing at a major skilled nursing company in Massachusetts. Nancy fell into a PPE procurement role over the pandemic. She oversees procurement of N-95s for 11 facilities.

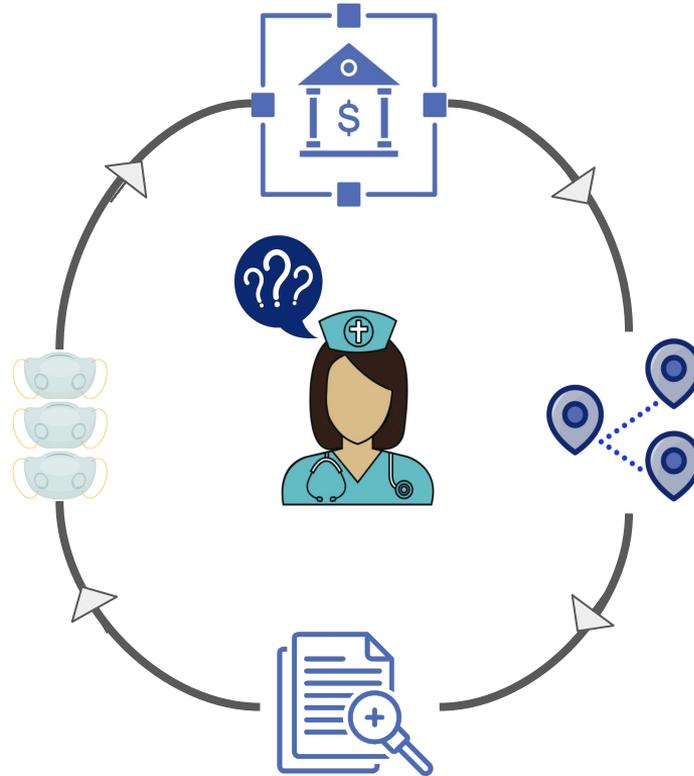


She's looking to give purchasing power back to her individual facilities and get back to what she does best...



Pain Points

1) Due to federal single-use mandates, Nancy needed more masks on a consistent basis for each of her 11 facilities.



2) Each location needs to bill to the centralized billing location with different payment methods.

3) Nancy typically ships to one centralized location, then distributes those shipments to each of the 11 locations.

4) Nancy was worried about giving her facilities procurement autonomy without oversight.

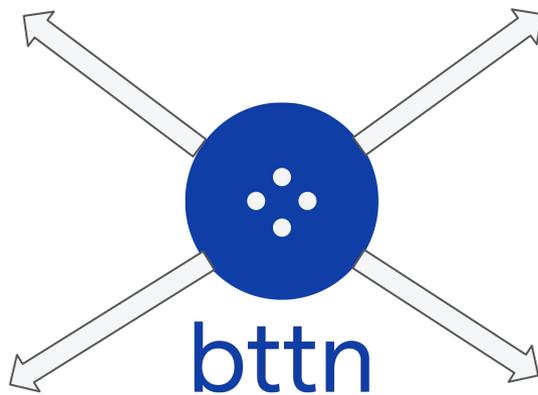


Solution 1

Nancy created a btttn. account and set up 30 day subscriptions to each of her locations. She can edit orders based on demand.

Solution 3

Each subscription order was set to ship to the 11 individual locations so Nancy doesn't have to worry about distribution.



Solution 2

Each location had the bill sent to the centralized location with flexible paying terms.

Solution 4

Nancy has admin access to all subscriptions and can make changes to all orders if necessary.



Today, each of Nancy's locations has their own account and all purchasing is automated. bttm lets Nancy know when prices are decreasing and what to expect on her next billing cycle.



Now Nancy can get back to what she does best...saving lives.



Attendance Recorded in ReadyOp: Board of Directors Meeting – 10/27/2021

First	Last Name	Facility Name	Facility Type
Kamelia	Klejc	Gainesville Fire Rescue	EMS (Including inter-facility and other non-EMS patient transport systems; Core HCC Member)
Jim	Lyons	Bradford-Union CHD	Public Health Agencies (Core HCC Member)
Tommy	Capobianco	Florida Department of Law Enforcement	Jurisdictional partners, including cities, counties and tribes
Jason	Long	Lafayette County EM	Emergency Management Organizations (Core HCC Member)
Lola	Butler	FDOH-Dixie	Public Health Agencies (Core HCC Member)
Tom	Moffses	CHD Columbia/Hamilton	Public Health Agencies (Core HCC Member)
Suzanne	DeKay	UF Health Shands	Acute Care Hospitals (Core HCC Member)
Rel	Perea	DOH-Suwannee	Public Health Agencies (Core HCC Member)
Robert	Linnens	DOH-Alachua	Public Health Agencies (Core HCC Member)
Casey	Ditter	Department of Health	Public Health Agencies (Core HCC Member)
Jeremy	Gifford	DOH-Columbia/Hamilton	Public Health Agencies (Core HCC Member)
Sandi	Courson	Florida Department of Health	Local public safety agencies (e.g. law enforcement and fire)