

Welcome to the
**Hospital Supplier
Diversity Commission
Meeting**

August 5, 2026

9:00 a.m. – 3:00 p.m.

We will begin the meeting soon!

Agenda Item 1: Welcome and Meeting Minutes

*Baljeet Sangha, Chief Executive Officer, Pain and Rehabilitative Consultants
Medical Group, HSDC Chair (or designee)*

Ground Rules – Hybrid Meeting

- Voting committee members and members of the public are participating in a hybrid format (in-person & virtually)
- Bagley-Keene Open Meeting Act will be followed
- Commissioners may only deliberate on or act on items listed on today's agenda.
- Public Comment on each item and at end of meeting
 - Public Comment will start with members of the public in person and then move to members of the public joining virtually; no need to identify yourself when commenting (optional)
 - If joining via Teams press the “hand raise” feature OR dial *5 on your telephone
 - Except when commenting, members of the public joining virtually will be on mute
 - Members of the public joining virtually will not appear on video but may see the commissioners via video
 - The commission will not be responding to individual questions
- No delegates, substitutes, or proxies for Commission members
- Meeting minutes prepared after each meeting
- Materials posted on website
- Roll call votes for all actions with standard voting process: motion/second/discussion (including public comment)/vote

November 5, 2025, HSDC Meeting Minutes

Commission Member Discussion on November 5, 2025, HSDC Meeting Minutes

***Motion* to approve the
November 5, 2025, Meeting
Minutes**

Public Comment

***Vote to approve the
November 5, 2025,
Meeting Minutes***

Agenda Item 2: Oath of Office

Scott Christman, Chief Deputy Director, HCAI (or designee)

Commission Member Discussion

Public Comment

Agenda Item 3: Department Updates

Scott Christman, Chief Deputy Director, HCAI (or designee)

Commission Member Discussion

Public Comment

Agenda Item 4: Hospital Supplier Diversity (HSD) Reporting Program Update

Alma Lopez, Manager, Hospital Disclosures and Compliance Unit, HCAI (or designee)

2025 HSD Plan Collection

- Total number of hospitals required to submit: 354
- To date, HCAI has received 289 Hospital Supplier Diversity (HSD) Reports for 2025.
 - Mandatory submissions received: 258**
 - Voluntary submissions: 18
- Pending reports: 101**
- System-level report total: 13
- Delinquent Reports: 1**

** The numbers here are from data collected as of July 28, 2026.

** Reports with extended due dates were due on July 31, 2026, and are not shown here.

Review Process

- Health and Safety Code Section 1339.87
 - Authorizes the Department to review plans for completeness.
 - Reviewing responses to newly added questions.
 - Review that response aligns with the question.
 - Reach out to facilities regarding responses.
 - Hospitals shall report diverse procurement spend data to the extent that information is readily accessible.
- Review for data outliers:
 - Errors identified in the past include the following:
 - Incorrect spend data reported due to typo.
 - System procurement spend data submitted as individual spend data.
 - Aggregated spend data reported at a system level in addition to the individual plan submission.

Next Steps / Data Products

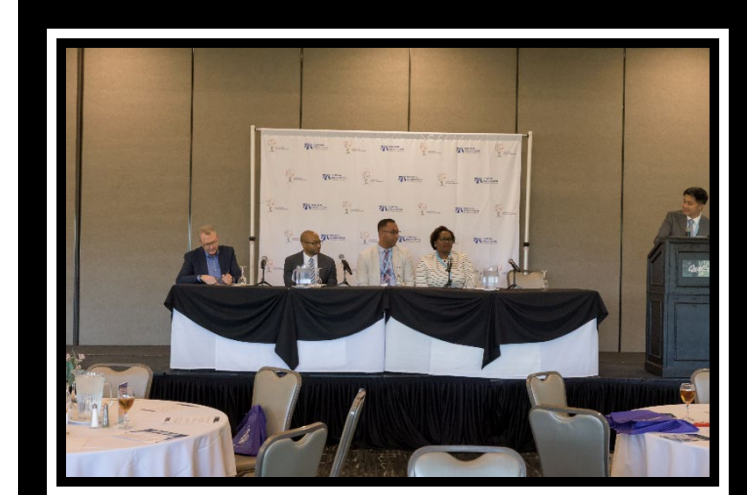
- Initial release of plans was completed on July 31, 2026.
 - Additional dataset release planned for August 2026.
 - Final publication of HSD dataset scheduled for October 2026
- Update multi-year (2025) summary pivot and multi-year trend-Supplier Diversity in California Hospital Procurements visualization page.
- Data summary of 2025 HSD Plans will be developed and presented at next Commission meeting in November 2026.
- [2021-2025 HSD Plans web visualization page](#) is updated daily.

Community Events

FROM COMMITMENT TO IMPACT- INCLUSIVE PURCHASING IN HEALTH CARE CONFERENCE

February 12, 2026

- Attendance: approx. 145 people
- Positive Response from attendees.
 - Connected with HASC, Vendors and report preparers.
 - Shared information on our program, reporting resources, data products and where to find commission details and upcoming meetings.



Community Events

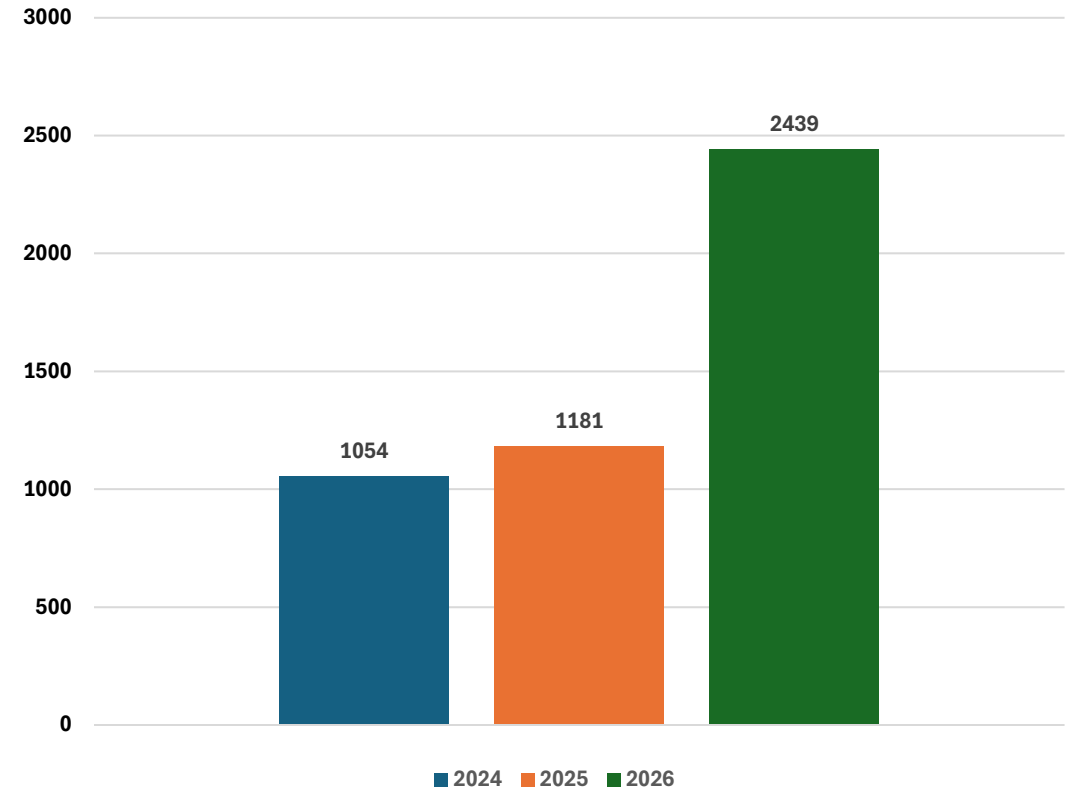
California Supplier Diversity Symposium March 18, 2026

- Attendance: 411 attendees
 - 183 of the registered attendees represented small and/or diverse businesses.
- Positive Response from attendees.
 - Connected with vendors, data users and report preparers.
 - Shared information on our program, reporting resources, data products and where to find commission details and upcoming meetings.



Community Events

- Annual California Supplier Diversity Symposium
 - Compared data for the month of March. (3/1- 3/31)
 - Conference Dates:
 - 3/14/24
 - 3/13/25
 - 3/18/26
 - Increase of over 130% in Supplier Diversity pageviews by the third year.



Additional Resources

- Hospital Supplier Diversity Reporting Program [website](#).
- [Reporting Regulations](#).
- View previously submitted plan [here](#).
- Submission portal [HDC System](#).
- If you have any questions or need assistance, please contact us via email at supplier.diversity@hcai.ca.gov.
- To receive email updates regarding the program, please [subscribe](#).

Commission Member Discussion

Public Comment

Agenda Item 5: Targeted Outreach: Strategies, Countermeasures and 2026 Outreach Plan

Presenter and/or Facilitator Information: Tracy Stanhoff, President & Creative Director, AD PRO, President, American Indian Chamber of Commerce of CA; Lilly Rocha, Member, HONOR LGBT PAC, CEO & Director, Latino Restaurant Association; Jackson Dalton, President, Black Box Safety, Inc. (or designee).



CHAMBER OF COMMERCE
CALIFORNIA

About the American Indian Chamber of Commerce



Founded in 1995, the primary goal of the American Indian Chamber of Commerce of California is to provide opportunities for networking and support of Tribes, Tribal Enterprises and American Indian/Alaska Native business-people.

We meet throughout the state holding meetings and other special events monthly. The Chamber's activities include providing:

- a mentor environment for tribes and individuals beginning new endeavors
- a vehicle for education
- an opportunity for networking
- a conduit for growth and opportunity



Attaining Our Goals



Our goals are primarily met through monthly meetings and special events. Our monthly meetings provide an educational forum for members to receive:

- business capacity building information from expert presenters;
- an opportunity share ideas and discuss business experiences;
- an opportunity to remain connected with issues confronting our Tribes and businesses; and
- an organized body in which to participate in the solutions to the issues.

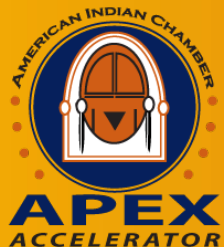


Special Events



The Chamber usually holds a number special events each year:

- **Procurement Summits:** A Yearly “Kick Off” Summit, Spring Summit, June Summit, and Fall Procurement Summit usually held at tribal properties
- **Native American Heritage Month Luncheon** held in November. This event commemorates our month with a more formal luncheon banquet and includes the presentation of our Annual Warrior Awards presented each year to one deserving American Indian individual and Corporate supporter and our Annual College Scholarships.



Special Events



The Chamber usually holds a number special events each year:

- **Conference:** annual **EXPO** and Golf Tourney where our corporate/government/municipal partners, tribes and Native American businesses gather for educational workshops, a trade fair, interactive roundtables, and our amazing **Jr. American Indian Chamber Youth EXPO**.
- **Tribal Trade Missions:** New this year we are undertaking journeys to Indian reservations with the goals of promoting "Buy Indian"



About The American Indian Chamber APEX Accelerator (formerly PTAC)

The American Indian Chamber Education Fund (AICEF) of the American Indian Chamber of Commerce of California is a nonprofit 501 (c) 3 organization operating an APEX Accelerator Program in a co-operative agreement with the Department of Defense (DoD), Defense Logistics Agency (DLA).



The APEX Accelerator provides intensive, one-on-one assistance to American Indian/Alaskan Natives owned businesses, and tribal enterprises wishing to participate in the government marketplace. Service area includes 197 Indian reservations in Pacific, Western and Northwest BIA Regions located in California, Arizona, Nevada, Utah, Oregon, Washington and Idaho.

About The American Indian Chamber APEX Accelerator



Our **AICEF-APEX** offers a wide range of services, free of charge, including



- One-on-One Counseling
- Tribal Business Empowerment Training on Procurement Related Topics
- Basics of Government Contracting
- Bidder Registrations and Certifications
- Computerized Bid Notification Services
- Developing Quality Business Plans
- Marketing Techniques
- Military Packaging
- Procurement Histories
- Proposal Review and Evaluation
- RFID/IUID
- Technical Specifications
- GSA Assistance/Training

Native American & Tribally Owned Business Outreach



Our organization has been successful in linking our people to billions of dollars in contracting opportunities through our unique approach. We focus on:

- Building and maintaining our enterprise capacity to do business in any industry sector
- Focusing on the special regulatory requirements for connecting with our tribal and Native American owned businesses
- Ensuring that our businesses are certified with appropriate bodies
- Providing one on one consulting on contracts and alignment to an industry

Native American & Tribally Owned Businesses As Hospital Suppliers



Fun Fact: *There Are Numbers Of Our Businesses Contracting With Hospitals*

- Vast background developed by working on federal contracts through the Indian Health Service (IHS)
- We are direct providers of Hospital goods and equipment, not pass-throughs
- There are a large number of Native-owned health care provider staffing firms that provide medical professionals throughout the U.S.
- We have expertise in being subcontractors to large Medical Service and Product Organizations

Native American & Tribally Owned Businesses Barriers for Doing Business with Hospitals



These Are Just a Few of the Barriers to Overcome

- Medical Healthcare Solutions, Logistics and Supplier Companies
- Inability – at times – to provide equipment and products nationally and globally due to cost of delivery competitiveness
- Lack of opportunities at the local, regional levels
- No or very little specific outreach and partnership with our Native suppliers

Suggested Solutions for Including Native American & Tribally Owned Businesses in Hospital Supply Chains



Some Suggestions:

- Targeted outreach for relationship building and the establishment of a greater understanding of what Hospitals require
- Native American specific supplier training; hand in hand with our American Indian Chamber
- Hospital dedicated distribution of RFPs, RFIs, opportunities
- More Local and Regional purchasing by hospitals who do not have that goal currently
- And More...

Chamber Contacts



The Chamber communicates with our membership through:

- Periodic e-newsletters
- Electronic email announcements
- Our website
- An Annual Yearbook with Directory of Businesses

For more information on the Chamber, contact any one of the board members listed below:

President Tracy Stanhoff (714) 898-6364

Treasurer Matthew Kennedy (415) 479-7552

Board Member Cheri Myron (619) 540-5398

Vice President Olivia Walls (951) 201-8162

Secretary Sara Finseth (949) 306-2732

Staff - Meetings & Events (213) 448-2330

Statewide Headquarters - 633 West Fifth Street 26th Floor • Los Angeles, CA 90071

general telephone: (213) 440-3232 • www.aicccal.org

Chamber APEX Accelerator Offices



Arizona Office

3200 N. Dobson Road,
Bldg. C, Suite 103
Chandler, AZ 85224
(480) 699-9529

California Office

5912 Bolsa Ave., Ste 108
Huntington Beach, CA 92649
(213) 341-0104

Washington Office

1955 Jadwin Avenue,
Ste 320
Richland, WA 99354
(509) 581-7505

Oregon Office

522 SE Washington
Roseburg, OR 97471
(541) 391-2992



General information: 213-448-2333

Email: ptacinfo@aicccal.org

www.aicef-apex.org

November LGBT/DVBE Presentation Recap:

LGBT Barriers	DVBE Barriers and Unique Hurdles
• LGBTQ+ businesses remain underrepresented in hospital procurement. • LGBTQ+ businesses need navigators/liaisons to assist with procurement processes. • Some common barriers include compliance, credentialing, RFP submission requirements.	• California healthcare product distribution dominated by prime vendors. • Prime vendor partnerships with DVBEs can be difficult to establish under existing procurement models. • Health care providers struggle to identify qualified diverse suppliers. • Diverse suppliers struggle to get access to prime vendors. • Supplier diversity teams are not procurement decision makers and can result in missed opportunities. • Corporate policy and procurement scopes can sometimes create unintentional exclusion of diverse or veteran-owned suppliers. • Structured pathways for inclusion need to be developed.



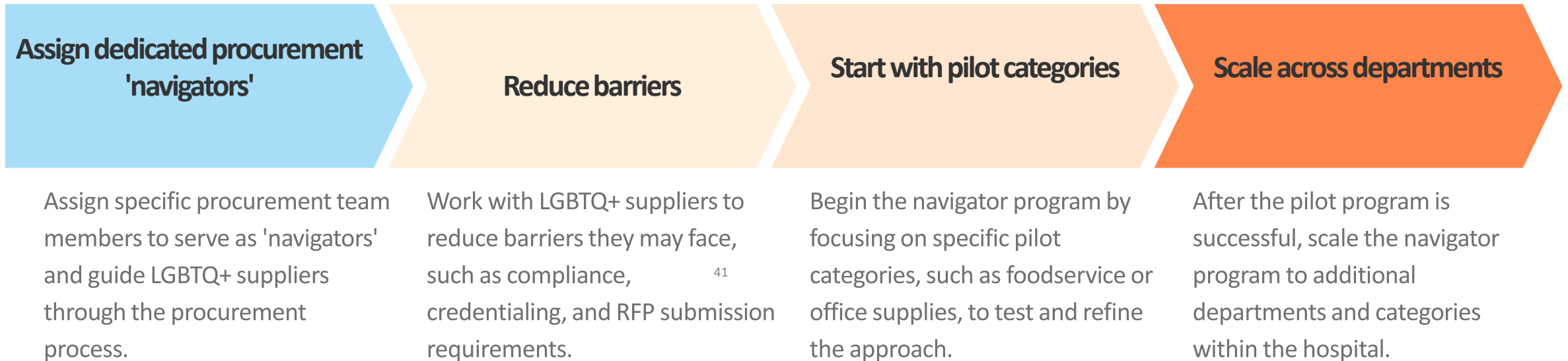
Expanding Hospital Procurement: Increasing Opportunities for LGBTQ+ Businesses

Supplier diversity is a proven driver of innovation, equity, and community trust. LGBTQ+ businesses remain underrepresented in hospital procurement spend. Today, we'll explore 5 actionable strategies to expand opportunities and improve outcomes.

Presented by: Lilly Rocha

August 2026

Supplier Navigator Program



Partnering with LGBTQ+ Chambers & Networks (samples)



42



Supplier Set-Asides + Mentorship Cohorts

Pilot Set-Asides

Dedicate a percentage of spend in select categories to LGBTQ+ suppliers.

Mentorship Cohort

Launch a 6-month mentorship cohort pairing hospital leaders with LGBTQ+ entrepreneurs.

Increase Supplier Readiness

Directly increase supplier readiness and hospital trust.

Hospitals can use storytelling and recognition to highlight the success stories of LGBTQ+ suppliers. By featuring these vendors in newsletters, reports, and community events like Pride Month celebrations, hospitals can build their reputation as equity leaders and reduce bias. This approach not only benefits the LGBTQ+ community but also strengthens the hospital's relationships with diverse stakeholders.



By implementing these strategies, hospitals can expand opportunities for LGBTQ+ businesses, drive innovation, and demonstrate their commitment to diversity, equity, and inclusion. This not only benefits the LGBTQ+ community but also strengthens the hospital's relationships with its diverse stakeholders and enhances its reputation as a leader in procurement practices.



Jackson Dalton, Black Box Safety, Inc.

THE DVBE ACCESS CHALLENGE

Navigating Healthcare Procurement

Healthcare procurement prioritizes scale, consistency, compliance, and risk management.

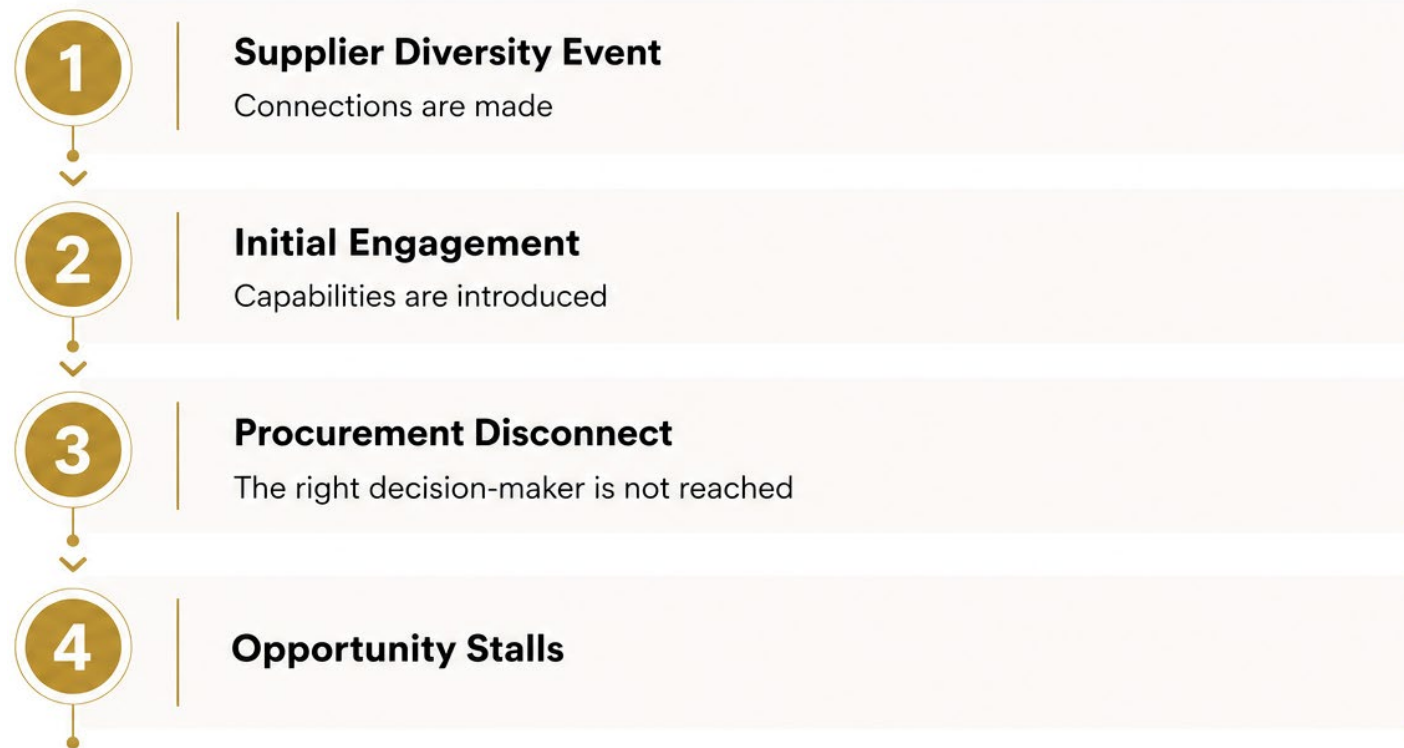
For DVBEs, these structures can create barriers:

- Purchasing concentrated with prime vendors
- GPO and contracted supplier limitations
- Unclear pathways to procurement decision-makers
- Difficulty identifying procurement-ready DVBEs

The opportunity: create better pathways into the existing system.

CLOSING THE CONNECTION GAP

Visibility Does Not Always Create Opportunity



The opportunity: create timely connections between qualified DVBEs and the right procurement decision-makers.

PARTNER WITH THE EXISTING SUPPLY CHAIN

Prime Vendors Can Create New Pathways

DVBEs do not always need to replace established prime vendors.

Opportunities include:

- Reseller and distributor relationships
- Prime vendor–DVBE channel partnerships
- Leveraging established supply infrastructure
- DVBE-led sourcing, service, and support



Ask a Different Question

“Where can a qualified DVBE participate within the existing supply chain?”

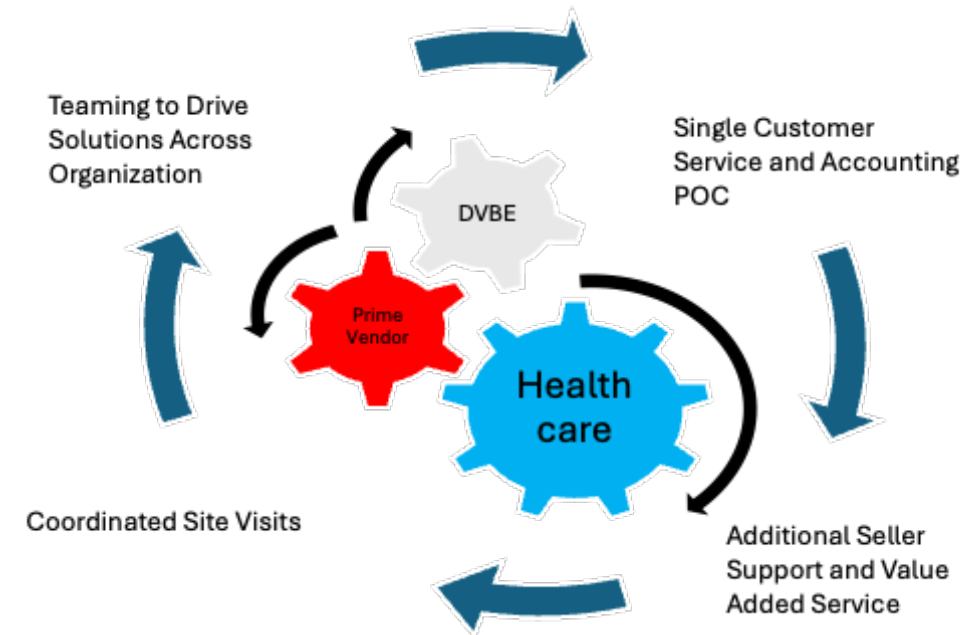
ALIGN COMMERCIAL MODELS WITH DIVERSITY GOALS

Creating Space for DVBE Participation

Questions Worth Exploring

Can total value be considered alongside lowest price?

- Can prime vendors create DVBE channel partnerships?
- Can GPO structures offer greater flexibility?
- Can modest cost differences support measurable DVBE participation?



Procurement and supplier diversity goals should reinforce—not compete with—one another.

START SMALL. PROVE VALUE. SCALE.

A Lower-Risk Path to DVBE Partnerships

Start With

- Low-risk categories
- Low-cost purchases
- One facility or department
- Defined pilot or first-purchase opportunities

Measure

Service | Fulfillment | Responsiveness | Compliance

Then Scale

Create a path from first opportunity → performance → trust → growth.

Commission Member Discussion

Public Comment

BREAK

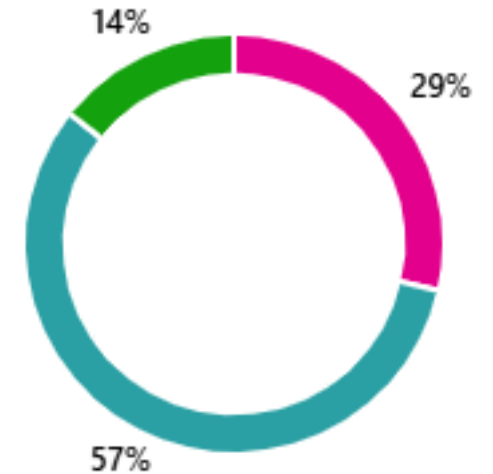
Agenda Item 6: Events Outreach

Demetrius Reed-Tellez, Stakeholder Engagement Analyst, HCAI; Baljeet Sangha, Pain and Rehabilitative Consultants Medical Group, HSDC Chair (or designee).

Data Review: HCAI/Commission Member Survey Results – Early Takeaways

- Responding members rated recent events as effective and reported making direct engagements.
- Reach varied by event, reinforcing audience size as a prioritization factor.
- These early signals informed the four prioritization themes on next slide.

● 1-20	0
● 20-50	2
● 100-200	4
● 200-300	0
● 300+	1



Four Prioritizing Themes

Data Summary Themes	
Reach – event audience size, how many people does the event get through to?	Targeted group – Targeted audience, such as LGBT, DVBE, diverse businesses, etc.
Engagement quality – What was our role as attendees and the benefit of that role?	Member/HCAI recommendation – Members/staff recommendation on whether to return to the event for next year.

Quarter	Event Name, Location Event Date	Short Description	HSDC Goal, suggested attendance
1	2026 LGBTQ Procurement Forum , West Hollywood, January 28-29, 2026	Day 1 — Procurement Forum: Expert panels, certification insights, and pathways to contracts. Day 2 — Business Expo: A showcase of LGBTQ innovation—products, services, and activations from across California.	- LGBT Representative - HCAI Staff
2	2026 California Hispanic Chamber of Commerce (CHCC) Business Policy Summit , Sacramento, CA - April 14, 2026	Attendees connect with policymakers, business and community leaders, and political insiders committed to resolving the state's major challenge through shaping policy. Participants attend panel discussions, receive legislative briefings, and meet with elected officials at the State Capitol.	HCAI Staff
	Women's Business Enterprise National Council (WBEC) National Conference , New Orleans, LA - June 15 – 18, 2026	Women entrepreneurs, small and medium sized business owners, and corporate decision-makers come together to connect, collaborate, and create real opportunities. The event includes meet and greets, lectures/presentations, and an expo.	HSDC Members - specifically diverse business owners, women owned businesses

Quarter	Event Name, Location Event Date	Short Description	HSDC Goal, suggested attendance
3	California Hispanic Chambers of Commerce (CHCC) Annual Statewide Convention , Oakland, CA. – August 19 – 21, 2026	The agenda includes: an annual business matchmaking program, dynamic panels and speakers, an exhibition hall, awards ceremonies, and meal events highlighting the remarkable achievements of Hispanic and diverse businesses and communities.	• HCAI Staff • Any HSDC member
	2026 National Gay and Lesbian Chamber of Commerce (NGLCC) International Business & Leadership Conference , San Diego, CA - August 18 – 21, 2026	Uniting entrepreneurs and businesses leaders to drive innovation and connection. The event includes panel presentations, matchmaking, scaling bootcamps, wealth building sessions, contract winning sessions, and more.	• HCAI Staff • LGBT Representative or any HSDC members

Quarter	Event Name, Location Event Date	Short Description	HSDC Goal, suggested attendance
3	<u>Small and Diverse Business Expo</u> , South San Francisco Conference Center, CA - September 30, 2026	The CPUC conducts small business expo to promote procurement opportunities and educate businesses on important topics such as how to do business with state.	Any HSDC member
	<u>GO 156 Supplier Diversity En Banc</u> , South San Francisco Conference Center, CA - October 1, 2026	Leaders of California's investor-owned utilities will report on their supplier diversity programs and contracting trends. In addition, local ethnic chambers of commerce, community-based organizations, and community choice aggregators will provide their perspectives on fostering inclusive procurement.	- HCAI Staff - HSDC members - specifically diverse business owners

Quarter	Event Name, Location Event Date	Short Description	HSDC Goal, suggested attendance
4	2026 Insurance Diversity Summit , Location TBD – Date TBD, 2025 information used.	Convening industry leaders and DEI champions to explore inclusive governance and supplier diversity in California’s insurance market.	HSDC members - specifically diverse business owners who may fit into the insurance industry procurement ecosystem
	2026 California Economic Summit , Long Beach, CA - October 13-15, 2026	A multi-day forum focused on regional economic development, fiscal resilience, and state policy solutions.	- HCAI Staff - HSDC Chair - Any HSDC member(s)
	Annual Veterans In Business Network (VIBN) National Conference , Palm Springs, CA - November 2-3, 2026	This conference is designed to be interactive and help Veteran businesses and other small diverse businesses build connections between Corporations, Government Agencies, and Primes looking to create partnerships for contracting opportunities.	- DVBE representative - Representative(s) expert in the field of supplier diversity

Prioritizing Events: We want your feedback

- With limited budget, aim to prioritize one event per quarter based on the four themes:
 - **Reach**
 - **Targeted Group**
 - **Engagement Quality**
 - **Member Recommendation**
- Starting points, not decisions

Quarter	Suggested Priority Pick	Why (using themes)
Q1	2026 LGBTQ Procurement Forum	Targeted, engagement quality
Q2	WBENC National Conference	Reach, targeted fit for women and diverse-owned businesses
Q3	CHCC Annual Statewide Convention	Strong engagement and targeted LGBT fit
Q4	California Economic Summit	Reach

HSDC Toolkit

Toolkit Outreach Materials

[Public Meeting Flyer](#)

[Pamphlet](#)

[Recommendations Flyer](#)

[Voluntary Guidelines Flyer](#)

[Assembly Bill \(AB\) 1392 Fact Sheet](#)

Commission Member Discussion

Public Comment

Agenda Item 7: Ambulatory Care Contract Opportunities Presentation

Carlie Ewell, Senior Regional Director of Healthcare at Servicon; Joseph Evanilla, Manager for Supply Chain Contracts and Analytics, AltaMed Health Services (or designee).

Capabilities Overview 2026



Healthy Spaces. Thriving People.

A woman with dark hair, wearing a blue V-neck shirt with the Servicon logo on the chest, is smiling. The image is partially obscured by a large blue 'V' graphic that serves as a background element.

servicon

Over 50 Years Servicing the Most Complex Facilities

Company overview of business and service capabilities

- In business since 1973
- National company operating in 13 states
- Headquarters in Culver City, CA
- Over 2500 employees
- Privately held and woman-owned
- Operates in Union and Non-Union environments

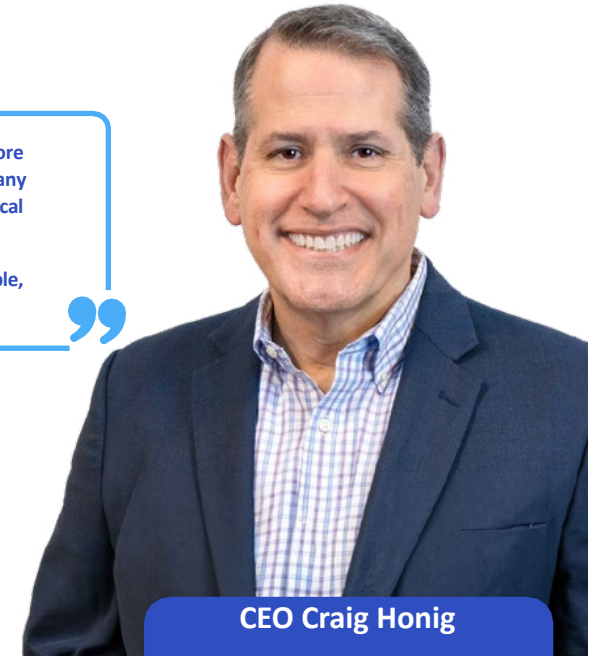
Our Specialties Include:

- Environmental services
- Janitorial and Custodial services
- Security clearances for restricted areas
- Our own supply warehouse, Servicon Supplies
- Floor care, carpet care, and specialty coatings
- Innovation and future facing technologies



Servicon is one of the most respected and distinctive companies in our industry. For more than 50 years, this team has built something rare: a values-driven, family-rooted company that competes and wins at the highest levels of healthcare, aerospace, and mission-critical work.

My focus from day one will be the same as theirs has always been: take care of our people, take care of our clients, and let outcomes speak for themselves.



CEO Craig Honig

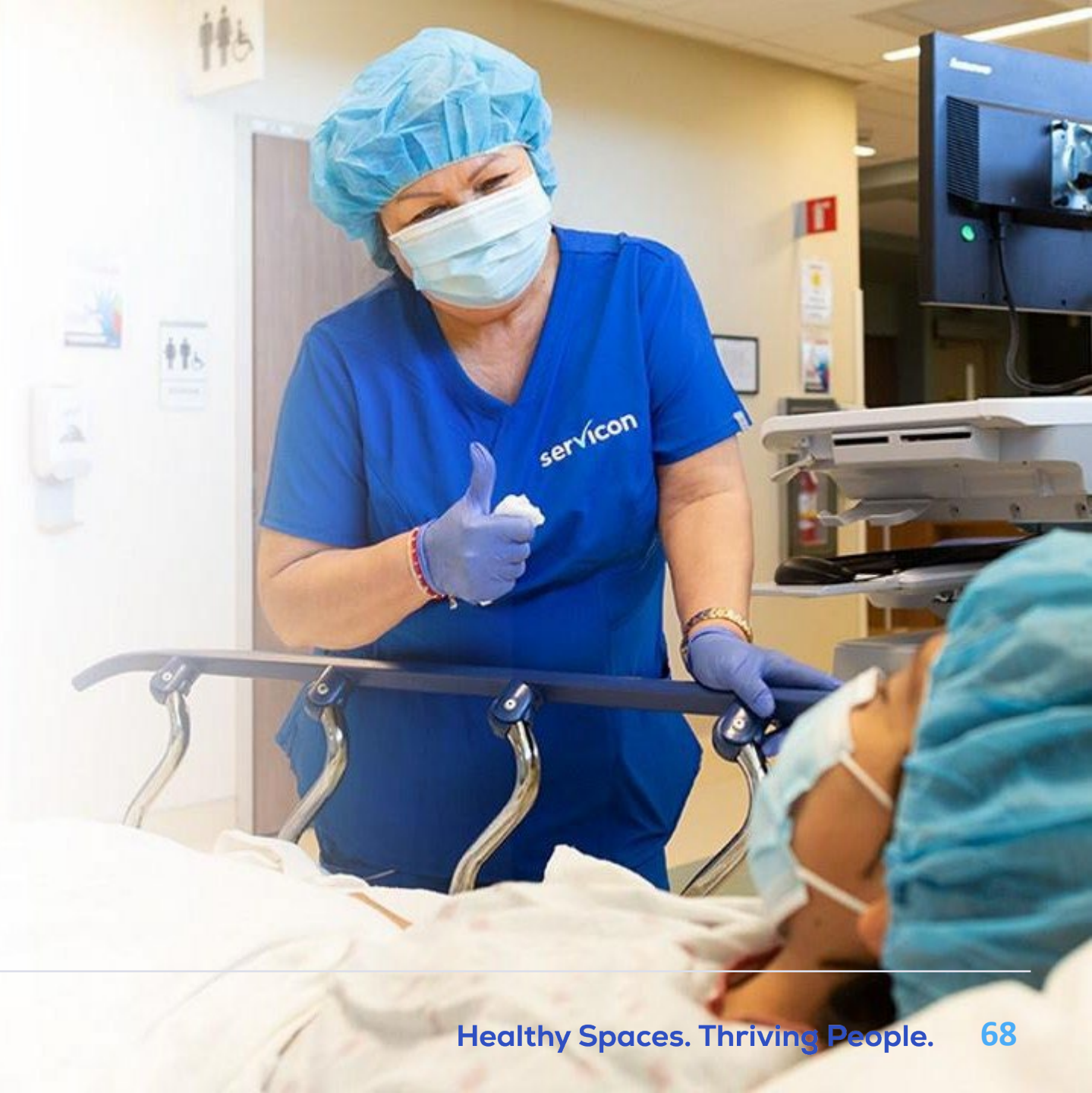
Servicon Capabilities for Healthcare

Experts in:

- ✓ Acute Care Hospitals
- ✓ Behavioral Health + Rehabilitation Centers
- ✓ Pharmacy compounding areas
- ✓ Medical office buildings
- ✓ Cleanroom cleaning for biomanufacturing (cGMP)

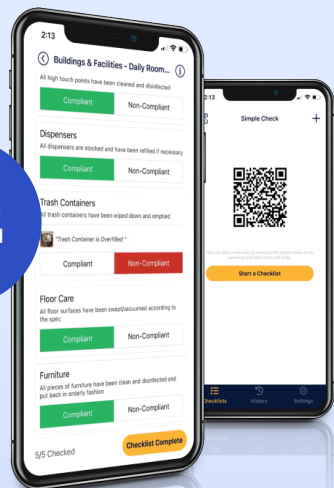
EVS Capabilities:

- ✓ Full Service EVS
- ✓ Management Only EVS
- ✓ Ambulatory Care EVS (Clinics, Surgery Centers, etc.)
- ✓ Patient Transportation/Sitters



Accountability and Quality Assurance

Employee Lead



SimpleCheck – Track Compliance to SOP

- ✓ Tracks all SOP tasks and completion time/date Helps cleaners stay on track
- ✓ Provide digital GDP to client

Supervisor Lead



SmartInspect – Tracks Quality of Cleaning

- ✓ Documents cleaning deficiencies during inspections
- ✓ Provides data trends for ongoing improvement

Supervisor Lead



Smart Facilities– ES Optimizer

- ✓ Staffing
- ✓ Assignments & Scheduling
- ✓ Mobile Cleaning Inspections
- ✓ Advanced Survey Capabilities
- ✓ Dashboards and Reporting

Innovation and Technology



UV Disinfection Cleaning Robot

Clinically validated, Akara uses powerful UV light to break down viruses and bacteria on surfaces. It decontaminates rooms up to 6x faster and more thoroughly than manual cleaning.

Operating Room Data Analysis

The Akara AI Platform transforms this data into actionable insights. With a bird's-eye view of your operating rooms, staff can make faster, smarter decisions.

Named one of Time Magazine's Best Inventions of 2025



Innovation and Technology

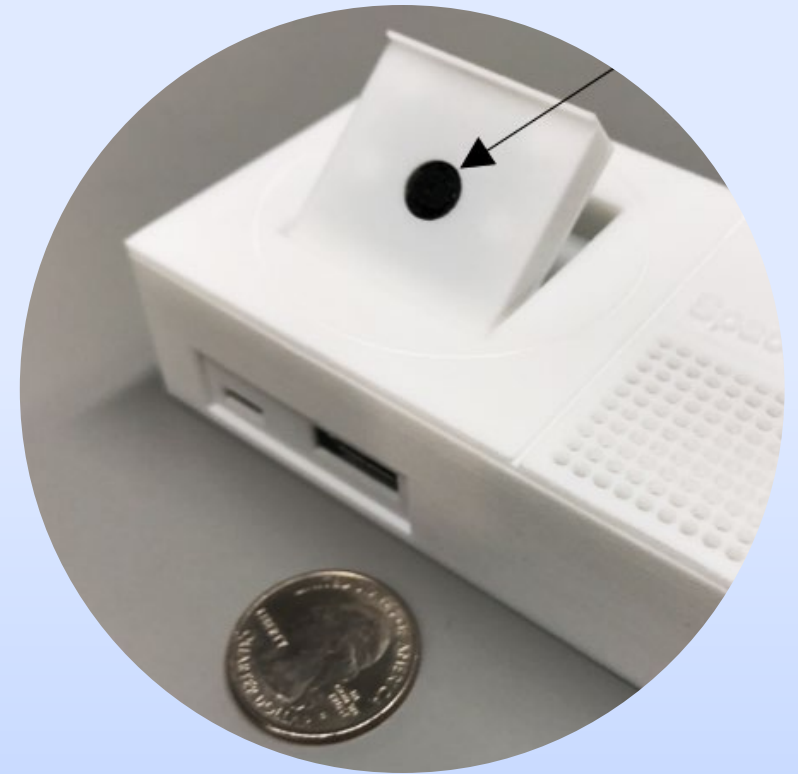


Sensor Driven Occupancy and Quality Assurance

SpaceBot is a proprietary AI-enabled, multi-sensory platform that provides objective, real-time visibility into how spaces are actually used, experienced, and maintained. By combining vision, environmental, and behavioral data, SpaceBot replaces subjective inspections with consistent, auditable intelligence that supports quality assurance, compliance, and operational decision-making

AI Enabled Spatial Intelligence Platform

SpaceBot translates sensor data into actionable insights including true occupancy, air quality, particulate levels, and perceived cleanliness, helping teams understand not just how spaces are used, but how clean they are likely to feel to occupants. These insights enable smarter scheduling and targeted interventions that improve efficiency and allow organizations to do more with the resources they have.



Supporting Your Diversity Goals

Servicon is a certified woman-owned business based in Culver City, California. We have been majority woman-led since 1979, when Terry Sweeney broke the glass ceiling by becoming the first female president in our industry. Laurie Sewell has been our president and CEO since 2014.



80% of the members
of our Board of
Directors are female.

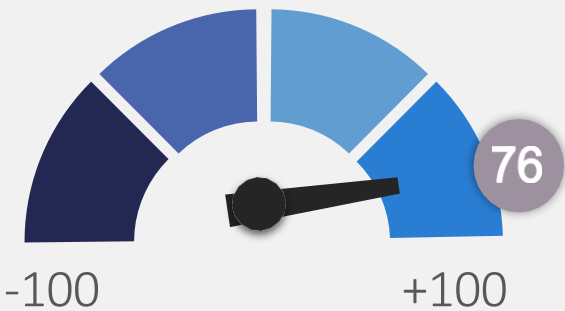


As a supplier, we can assist
in meeting your Tier 1
diversity spending goals.



Women comprise
61% of our workforce.

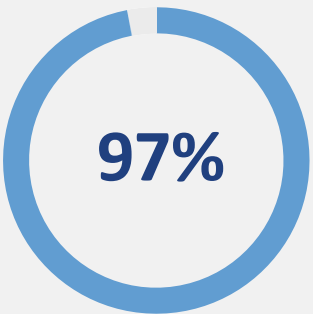
Net Promoter Score



-  Promoters 30 (81%)
-  Passives 5 (14%)
-  Detractors 2 (5%)

81% of Promoters $-$ 5% of Detractors $=$ 76

Client Participation



CSAT



Thank You



Healthy Spaces. Thriving People.

Ambulatory Care Contract Opportunities

July 1, 2026

Prepared By: Joey Evanilla



About Me

- Born & Raised in Southern CA (Pasadena)
- 15 Years in Healthcare Supply Chain
 - 7 Years Account Manager for Point of Care Rapid Diagnostics Manufacturer for a Diverse Small Business in California
 - 8 Years Ambulatory Supply Chain Management at AltaMed Health Services Corporation
 - 5 Years Council Member for Vizient GPO Alternate Site Council
- Current role: Manager of Supply Chain Contracts & Analytics
- Oversee several core areas in Supply Chain Department:
 - Strategic Sourcing
 - Contracting
 - Inventory
 - Analytics
- Total Department Head Count: 7

AltaMed Health Services

- AltaMed Health Services Corporation, founded in 1969, is one of the largest Federally Qualified Health Centers (FQHC) in the United States and offers multiple lines of specialty care, to include Primary Care, Dental, Urgent Care, Pediatrics, Pharmacy, Women's Health and complete Senior Long Term Care services under the Program of All Inclusive Care for the Elderly (PACE).
- Locations: Los Angeles & Orange Counties
- 42 Ambulatory Clinics
- 15 Dental Offices
- 17 Senior Care Centers
- 17 Retail Pharmacies + Infusion Suite/Central Fill
- 1 Central Supply Warehouse
- 5,000+ Employees

Two Strategies to Win Over Ambulatory Business!

- **Group Purchasing Organization (“GPO”) Contracting**
 - First Line of Offense for a Supply Chain Leader in any Negotiation
 - Market Share Volume vs Profit Margin – you decide what matters most!
 - Innovation Expos to Gain a Contract **and/or** Request for Proposal process – GPOs offer avenues for competition and exposure.
- **Local Business vs Fortune 500**
 - Provide a Local Service Model that is an extension to any Ambulatory Supply Chain Department.
 - Examples: Import Services, BioMedical Services, IT Hardware Services,
 - Customer Service as a Value Add – do what most large corporations cannot do, be there when we need you most.
 - Small Local Businesses have flexibility; your competitors don’t.

Thank You!



Commission Member Discussion

Public Comment

**Lunch Break:
12:30-1:15p.m.**

Agenda Item 8: Diverse Business Panel

Nav Grover, Safe Disinfecting Inc., CEO & Founder, Nav Grover; Alex Schwent, President, MoMed Supplies (or designee).

A Practical Guide for Diverse Businesses

Safe Disinfecting Inc.

Presented by

Nav Grover

Safe Disinfecting Inc.

Email: nav@safedisinfecting.com

Cell: 310-704-7155

<https://safedisinfecting.com/>

LinkedIn: <https://www.linkedin.com/in/nav-grover-854661/>

Date

August 5th, 2026



Our Company Values

A woman and minority owned small business. We have carefully curated a line of safety & security technologies

- **Protection of people:** we care about the safety and security of people
- **Superior Customer Service:** White Glove Installation Service and Support
- **Integrity-** is the foundation for everything we do. We build trust through responsible actions and honest relationships
- **Sustainability:** Eco-friendly technologies with minimum global impact
- **Diversity and Inclusion:** We are committed to hiring women, minorities, veterans and provide America with jobs
- **Our products are manufactured in the United States**

Government Designations & Certifications

NAICS Codes – 423710, 423690, 425120

DUNS number – 11-758-9799

CAGE Code - 8NF69

- **SB MICRO: 2026384 Los Angeles, CA**
- **CMAS CONTRACT: 4-23-08-1015**
- **LSB: LOCAL SMALL BUSINESS 4753**
- **SBE: SMALL BUSINESS ENTERPRISE (PROPRIETARY): 192964**
- **EBE: EMERGING BUSINESS ENTERPRISE: 193798**
- **VSBE: VERY SMALL BUSINESS ENTERPRISE (HARBOR): 193801**
- **MBE: MINORITY OWNED BUSINESS ENTERPRISE: 191170**
- **WBE: WOMEN-OWNED BUSINESS ENTERPRISE: 191171**

FOR BUSINESSES NAVIGATING HOSPITAL PROCUREMENT CONTRACTING

Get Certified first

Secure MBE/WBE/VBE/DBE or similar certification before you pitch — it's the credential that gets you in the room.

Register in the vendor portal

Enter the hospital's e-procurement system so sourcing teams can find you.

Find the Supplier Diversity Office (DEI Department)

This team is your internal advocate

Start small, prove reliability

Pursue a pilot, subcontract, or smaller-scope award to build a track record before bidding on flagship contracts.

Build clinical and operational relationships

Contracts are won on paper but supported by relationships with the people who will use your product or service.

Show financial and operational readiness

Be ready to demonstrate capacity, insurance, and financial stability — hospitals bear real risk in every award.

Key Takeaways

- Relationships & reliability help close the deal
- Find a mentor/partner within the industry
- Join and attend Association events
- Meet with GPO's – Group Purchasing Organizations
- Small well executed pilots build the track record that wins larger contracts
- Plan for a 12-18 month runway; procurement moves on the hospital's timeline not yours

Addressing the Problem of Waste

HSRP: Hospital Supply Recovery Program

The new standard – No discarding Unused Medical Supplies at Discharge

A recovery program for unopened, unsoiled and unexpired medical supplies

Provides a turnkey, fully managed service that collects, qualifies, sanitizes, and resupplies these items

By embedding dedicated technicians directly into hospital logistics, the program captures hidden value without putting an administrative or operational workflow burden on busy clinical staff



“If your hospitals are struggling with supply cost increases, disruptions, backorders, or similar challenges, HSRP is the right solution, and implementing HSRP is the correct decision.”

Data – Driven Innovation - Supply Waste Into Savings

Case Study: A Recovery Model with Financial and Environmental Lift

On an individual patient scale, the volume of unused, unopened supplies left at discharge may appear negligible to floor staff. However, an item per patient day rapidly multiplies into an extensive cost at the institutional level. The HSRP case study demonstrates the large direct financial and environmental value of recovering supplies that would otherwise be discarded at patient discharge.

IMPACT METRIC	ANNUAL PERFORMANCE	INSTITUTIONAL OUTCOME
Annual Direct Supply Recovery	\$401,136.80	Direct, bottom-line reduction in replacement purchasing expenditures.
Individual Items Salvaged	61,017 items / year	Optimization of existing floor stock and internal department inventory.
Solid Waste Diverted	7,307.50 lbs / year	Direct mitigation of landfill volume and associated hauling expenses.

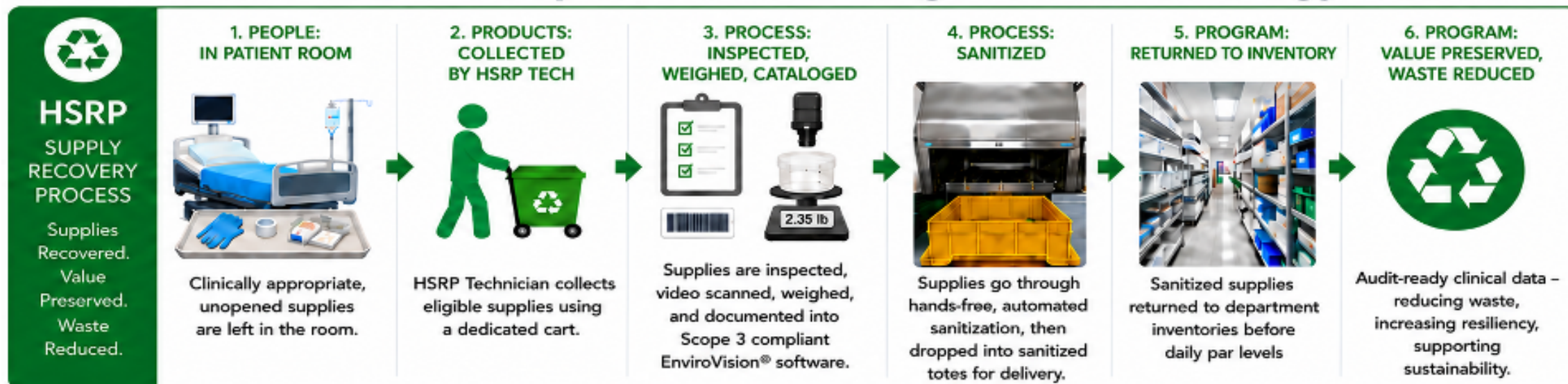
** Data from a community hospital with <250 average daily census.*

Top 10 Recovered Supply Items	Unit Value
IV Flush Solutions	\$0.94
Peripheral IV Catheters	\$3.12
General Purpose Syringes	\$0.27
Suction Swab Trays	\$4.00
Disposable Poly Hub Needles	\$0.50
Foam Dressing (Mepilex)	\$14.25
Lubricating Jelly (5g)	\$2.56
Sterile Luer Lock Syringes	\$2.56
Sterile Flexible Handle Yankauers	\$0.96
Toothbrush & Catheter Tray	\$3.75
Oxygen Regulator DISS Ou	\$257.89
Prevalon AirTAP Repositioning System	\$366.33



Safe Disinfecting Inc.

HSRP = People, Process, Program & Technology



HSRP® Turns Waste Diversion into Margin Recovery, Sustainability Performance, and Joint Commission Readiness

CSI IMAGING SYSTEM

Contamination, Sanitization Inspection (CSI Device) uses advanced optical Fluorescence Imaging to instantly detect hidden contamination including biofilms, saliva, residue that are invisible to the naked eye.

Enhanced cleaning of patient rooms to reduce hospital acquired infections (HAIs) occur in roughly 1 in 31 hospital patients. CSI technology quickly and objectively analyzes cleanliness of high-touch areas before admitting new patients into the room. Problem areas can be quickly treated to kill pathogens, ensuring a safe environment for the next patient.

The CSI system is portable, battery-operated, and engineered for real-time contamination detection: helping healthcare facilities enhance quality assurance, prevent hospital acquired infections and ensure compliance with regulatory bodies. Providing instant contamination feedback optimizes cleaning audits. Delivering faster, more reliable results without consumables.



HYPERVIEW TISSUE OXYGENATION IMAGING

FDA 510(K)-CLEARED HANDHELD HYPERSPECTRAL IMAGING
FOR REAL-TIME PERFUSION AND OXYGENATION MAPPING



HyperView™ Imaging System



Oxyhemoglobin (HbO₂) Mapping

Quantifies oxygen-carrying hemoglobin in superficial tissue, revealing perfusion adequacy at the capillary level



Deoxyhemoglobin (Hb) Detection

Identifies areas of oxygen extraction and metabolic demand, highlighting ischemic zones before clinical signs appear



Oxygen Saturation (StO₂) Maps

Color-coded 2D maps of tissue oxygen saturation across the full 10×10 cm imaging field; pixel-level resolution



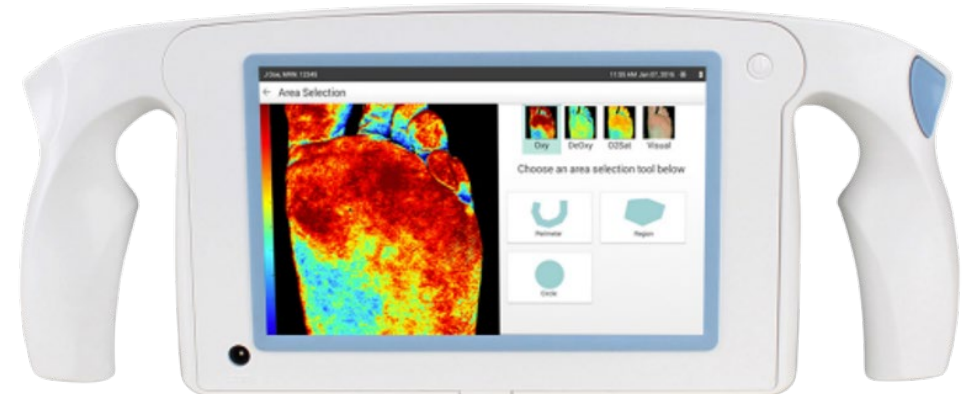
Non-Contact, Sub-Second Capture

No consumables, no contrast agents, battery-powered, portable, with DICOM output for direct EHR integration



Clinical Evidence

Published in Diabetes Care, J. Vascular Surgery —
96% PPV, 88% sensitivity/specificity for ulcer prediction (Nouvong 2009)



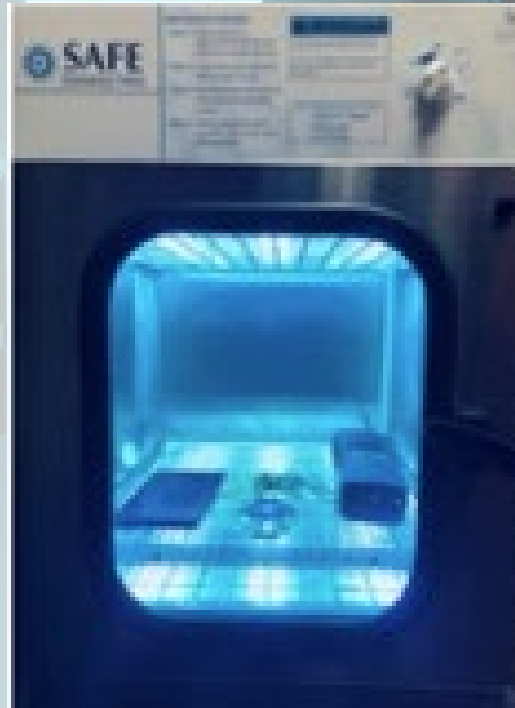
Layered Disinfecting

UV DISINFECTING TECHNOLOGIES



Foton Defender™

Flagship product – wall units
Protect against Hospital Acquired Infections; Healthcare
Staff and reduce absenteeism
Food waste and contamination
Treats surface and airborne pathogens



SD 120C UV Chamber
Disinfect Surgical equipment and other
essential healthcare items



SD 850 MAX ROBOTS
Deep cleaning, high output

Ultraviolet Effectiveness

- UV radiation comes in various wavelengths ranging from 222nm to 400nm.
- UVC radiation is highly germicidal disrupting microorganisms RNA/DNA structure inactivating the reproduction process at which time they will die
- The most effective disinfection UV wavelengths are 222 nm and 253.7nm
- Irradiation at 222 nm was chosen due to its high efficacy with disrupting RNA/DNA cell structures
- Irradiation above 230 nm is dangerous to the eyes and skin
- UVC radiation at the 222 nm wavelength does not penetrate the protein layer of human and animal skin and eyes so it can be used to disinfect while people and animals are in the room.
- UVC products fall under the Environmental Protection Agency and all Foton Defender™ products follow the EPA standards

Other certifications



Safety and Efficacy Studies

- One-year Ocular Safety Observation of Workers and Estimations of Microorganism Inactivation Efficacy in the Room Irradiated with 222-nm Far Ultraviolet-C Lamps
<https://pubmed.ncbi.nlm.nih.gov/36081379/>
- Effect of ultraviolet C emitted from KrCl excimer lamp with or without bandpass filter to mouse epidermis
<https://pubmed.ncbi.nlm.nih.gov/35503791/>
- Pure Science: Bleach Study's Author Discusses Research on Eliminating C difficile on Soft Surfaces
<https://www.infectioncontroltoday.com/view/pure-science-bleach-study-s-author-discusses-research-on-eliminating-c-difficile-on-soft-surfaces>
- Far-Ultraviolet Light Is Another Way To Keep Our Public Spaces Safe
<https://www.forbes.com/sites/williamhaseltine/2022/05/02/far-ultraviolet-light-is-another-way-to-keep-our-public-spaces-safe/?sh=1a347b331d6b>
- The impact of far-UVC radiation (200–230 nm) on pathogens, cells, skin, and eyes – a collection and analysis of a hundred years of data
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC7894148/>
- No Evidence of Induced Skin Cancer or Other Skin Abnormalities after Long-Term (66 week) Chronic Exposure to 222-nm Far-UVC Radiation
<https://pubmed.ncbi.nlm.nih.gov/35614842/>
Far-UVC Technology Poised to Transform Indoor Infection Control
https://www.infectioncontroltoday.com/view/far-uv-c-technology-poised-transform-indoor-infection-control?ekey=RUtJRDpDM0JFREY5NS1EMjVDLTQ5MzUtOUQ5RC1BMUIyMTVCQUMwM0Q%3D&utm_campaign=emailname&utm_medium=email&_hsenc=p2ANqtz-8uWMttUBz9XyVa7opxENPXYxL2O6bXq9_3o2XyrVPLe2xueeo3h3mRzc3ejolx9AR6-Ilb_7GviJcjjaiCyOV_CJQWhg&_hsmi=361882212&utm_source=hs
- Sensitivity of influenza virus to ultraviolet irradiation
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9727784/>

Healthcare ROI

- Employee safety and Reduce Absenteeism
- Prevent against Hospital Acquired Infections
- Prevent Food Waste (Mold)
- Preventative Measures against Bacterial contamination (recalls)



16 / 18



Cost Savings



Infection Reduction



Compliance ROI

THANK YOU



MISSION STATEMENT:

1. To bring manufacturing back to the US at or below costs of foreign imports.

1. To be a positive social impact in the communities we serve.



Resilient Supply Predictable Cost American-Made

About MO Med Supplies

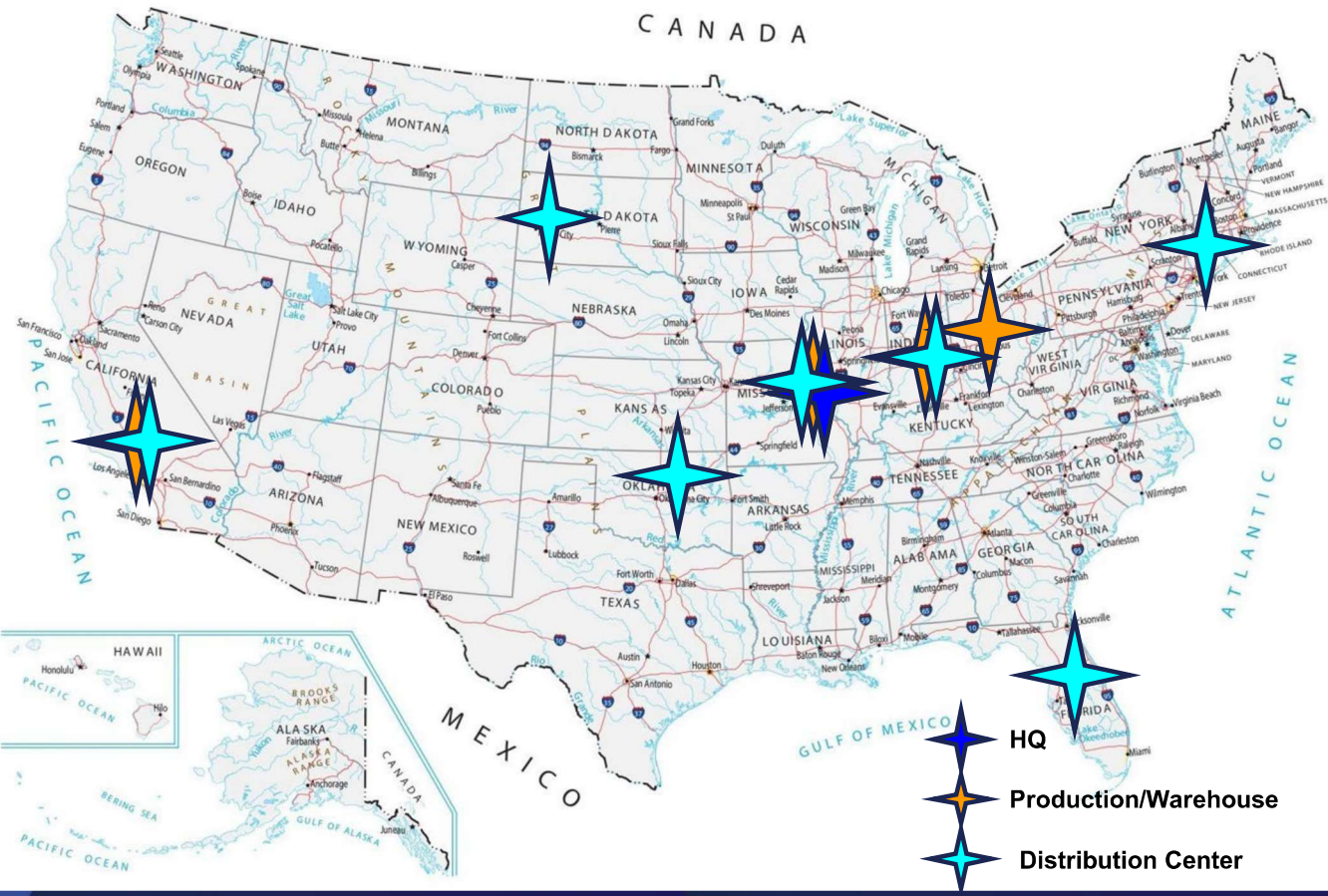


We are a certified Woman Owned Small Business manufacturer and distributor located in St. Louis, MO.

We have developed and repurposed 4 manufacturing facilities in California, Missouri, Indiana, Ohio and have 6 distribution centers throughout the United States.

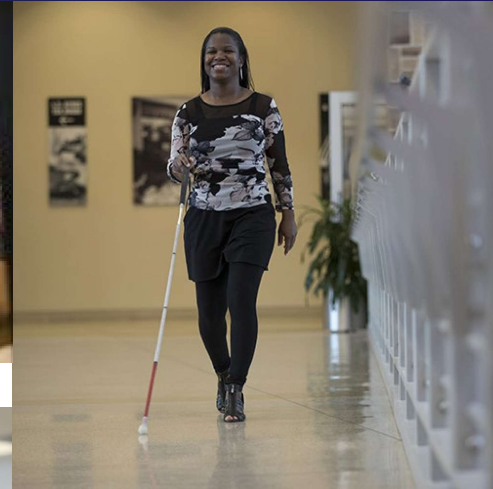
Product Categories

- Facial Protection: (Capacity: ~60% of US Consumption)
 - Earloop/Procedure Masks
 - Tieback/Surgical Masks
 - Mask with visors
- Nitrile Exam Gloves
 - Standard
 - Extended Cuff
 - Aloe & Oatmeal
 - Specialty

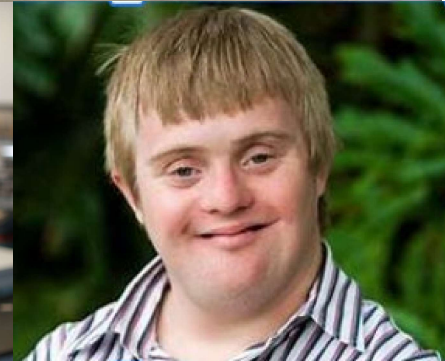


Resilient Supply Predictable Cost American-Made

Mission #2 - Positive Community Impact



**Providing Purposeful Employment
to those who suffer from 70%
Unemployment Nationally.**



**MO+MED
SUPPLIES**

Resilient Supply Predictable Cost American-Made

Mission #2 - Positive Community Impact



CVO Vet Village -

We have funded a community of 32 homes and community center to help homeless veterans find safe, furnished housing.



**MO+MED
SUPPLIES**

Resilient Supply Predictable Cost American-Made

Mission #1 - Made in the USA for Less Than Foreign Goods



How?

Spent years reinventing the manufacturing process like no one else in the world.



Gloves



- Made in Ohio
- Current Capacity 3 Billion/yr
- Highest Capacity Lines in US
- Largest Govt. Supplier
- MFG Redundancy - Partnership with Foreign Manufacturer.

Environmental - Carbon Reduction

MFG	Avg. Route to California Distro Network (Lathrop, Temecula, and Rialto)	Distance	Load Weight	Emissions (metric tons CO ₂) Per Shipment	MO Med % Reduction vs. Manufacturer	Notes
MO Med	Average Bakersfield to CA Medline Distribution Centers	~193 miles (all trucking)	20,352 lbs	0.197	0.00%	100% Local shipment using CARB-compliant trucks in California
O&M Halyard	Average Acuna Mexico to CA Medline Distro Centers	~1,295 miles (all trucking)	20,352 lbs	2.74	-92.81%	Mexico tractor trailer fleet avg. trucking emissions (Del Rio/Acuna revision -> Blythe) + CARB trucks within CA (Blythe -> Lathrop/Temecula/Rialto avg).
Medline & Others	Average Vietnam/China to CA Medline Distribution Centers	~7,712 miles (mixed modes)	20,352 lbs	1.830958	-89.24%	Avg of 2 scenarios: (1) Wuhana ->Shanghai (truck, China/VN std), ocean freight to Long Beach, CA; (2) Bim San Vietnam ->Haiphong (truck, China/VN std), ocean freight to Long Beach; then CARB trucks within CA.

Californian Bills

- **AB 1392 - Hospital Supplier Diversity Act**
 - Submit annual diversity/small business procurement efforts
- **California Climate Regulations:**
 - SB 253 - Climate Corporate Data Accountability Act
 - >\$1B in global revenue
 - Scope 1 & 2 GHG Emissions (scope 3 phase in)
 - Requires reporting aligned with the GHG Protocol
 - SB 261 - Climate Related Financial Risk Act
 - >\$500M in global revenue
 - Biennial climate-related financial reporting

Questions

- **How Businesses should approach securing hospital contracts based on our experience as a diverse supplier?**
 - Visibility, Respectful Persistence, & Building Relationships
 - Conferences: IDN, HCP, AHRMM, AHVAP, CSCE
 - Have a strong value proposition & story
- **Any Advice for diverse businesses pertaining to expected hurdles and how to navigate them?**
 - GPO Contracts
 - Distributor Private Label Programs
 - Contract Cycles & Apathy
- **Key takeaways for diverse businesses looking to navigate hospital procurement?**
 - Patience, Persistence, & Continuing to Refine your Value Proposition to meet their needs.
 - Build a purposeful Board of Advisors who have done it before.

Value Proposition

- Resiliency & Redundancy
- American Made/Domestic Manufacturing
- Standardization to Highest Level of Protection
- SKU Reduction
- Sustainability - Reduced Carbon Footprint
- Clinical Quality
- Community Impact
- Savings...

Key Examples of Provider Partners Coast to Coast

- Mayo Clinic - Captis - MS Commit
- Cedars Sinai
- Huntsville Health
- (BJC) Barnes Jewish Healthcare System - **#7 Gartner**
- Mercy Health
- OU Health
- Saint Francis Health
- Advent Health - **#1 Gartner**
- Boston Children's
- U. Vermont Healthcare - **#19 Gartner**
- HealthTrust
- Yankee Alliance & VHPC
- **Onboarding** - Ascension / The Resource Group - **#13 Gartner**

Long Term Strategic Partnerships

Our profits are reinvested in building new manufacturing capabilities and increasing our current efficiencies and capacity!

Partnering with us is not just buying a product. Its enabling us to continue to build viable, cost effective, US Manufacturing capabilities that provide long term solutions to our partners, grow our capabilities, and empower our communities!

We are here to help!

Any questions?

Contact Us:

Alex Schwent - President

314-808-4321

alex@momedssupplies.com

Or

Dave Pierotti - Vice President

832-823-9478

dave@momedssupplies.com



Resilient Supply Predictable Cost American-Made

Commission Member Discussion

Public Comment

Agenda Item 9: Next Meeting Topics

*Baljeet Sangha, Chief Executive Officer, Pain and Rehabilitative Consultants
Medical Group, HSDC Chair (or designee)*

Running List of Topics

	Request Item	Projected Meeting Timeline
A	Partnering at external events (e.g. supplier diversity conferences)	August 2025 ongoing
B	Using the data to tell an accurate story and key metrics	November 2025 ongoing
C	Updates on federal policy changes and their impact on hospital diversity and procurement practices	November 2025
D	Expedite direct Native American vendor outreach	August 2026
E	Invite external presenters to discuss ambulatory care procurement opportunities	August 2026
F	Request for transparency on where the department is at with filling the representative of GPO/Manufacturer and representative at the director discretion vacancies, and to fill them. Reopen the application for representative of GPO/Manufacturer vacancy.	August 2026
G	Supplier Showcase: A) Invite Modern Times Inc. to share experience with diverse business augmentation B) Invite Safe Disinfecting Inc. and MoMed Supplies to present C) Suggestion to host two diverse business presentation panels a year D) Invite a presenter to share journey from a small supplier to a small business & a story from a subcontractor supplier E) Invite Medafla and a hospital or health organization partner to share successes.	Part A/C/D/E: TBD Part B: August 2026

H	Continue the Federal Landscape Briefing at the next meeting, incorporating an expert on diversity, equity, and inclusion (DEI)	TBD
I	First look at HSDC Clearinghouse, with opportunities to express vision for future iterations and discuss funding for the clearinghouse.	December 2026
J	Invite procurement managers from state departments to share tactical best practices for improving DVBE spend.	December 2026
K	Hospital Outreach: A) Incentives/Recognition of hospitals and hospital staff for report completion B) Develop “safe language” for hospitals to frame their diversity work and still meet state obligations C) Invite Kaiser to present Kaiser Cohort: Supplier Readiness Program	TBD
L	Presentation on third party reporting, to report on their California hospital data granularity and impact analysis	TBD
M	Invite a CEO of a health system to present as a motivating driver to increase diverse spend	TBD
N	Supplier Support Outreach: Teach about planning for risk management; Share with suppliers a set of best practices and how to reduce costs, and be inclusive; Supporting diverse businesses in hospital procurement (i.e. through an ombudsman)	TBD

2026 Meeting Cadence

- 3 Meetings:
 - **May**
 - **August**
 - **December**
- If there are any suggested topics, please email supplier.diversity@hcai.ca.gov.

May 2026

- Meeting Cancelled

August 2026

- Federal Landscape Briefing Update
- Targeted Outreach Presentations
- Outreach Events
- Diverse Business Panel
- Ambulatory Care Contract Opportunities Presentation

December 2026

- HSD Reporting Program Update
- State Procurement Department Manager Presentation
- Hospital Panel
- HCAI Targeted Outreach Plan Discussion
- HSDC Clearinghouse Update

Commission Member Discussion

Public Comment

Agenda Item 10: Public Comment

*Baljeet Sangha, Chief Executive Officer, Pain and Rehabilitative Consultants
Medical Group, HSDC Chair (or designee)*

Agenda Item 11: Adjournment