

Agenda Item VII: Hospital Diverse Supplier Database Presentation

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California Hospital Ecosystem

Agenda

1

- Introductions
- “CaH Ecosystem” Concept Overview

2

- How It Works

3

- Benefits

4

- Q&A

5

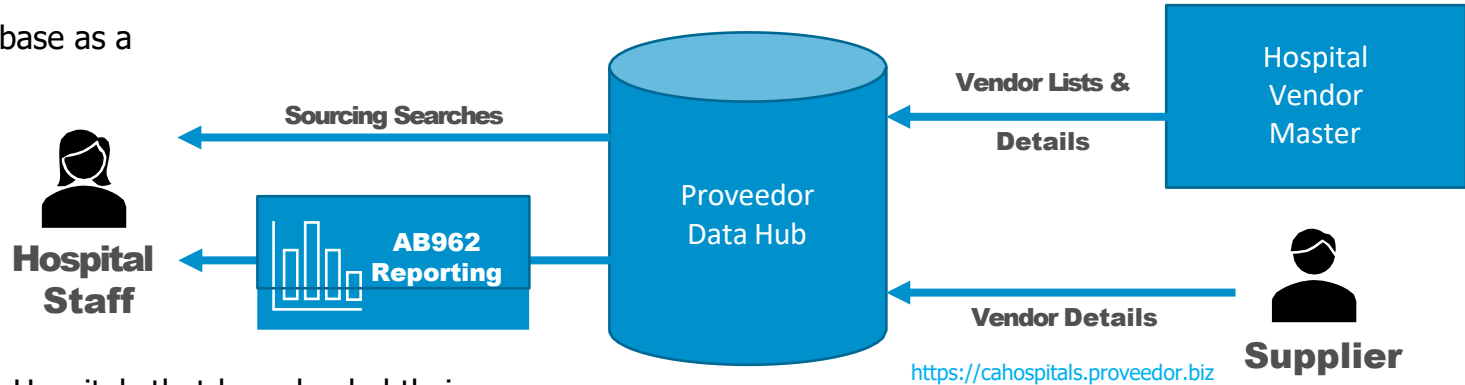
The Concept

What are we solving for?

- Hospitals need a database of diverse suppliers in California that service the health care industry
- A solution should support the existing and possible future mandates on state diversity reporting
- A solution needs to be simple to use since hospital staff do not have an abundance of time
- A solution needs to be inexpensive, since many hospitals are underfunded

How It Would Work

- Hospitals can create an account and use the database as a sourcing tool



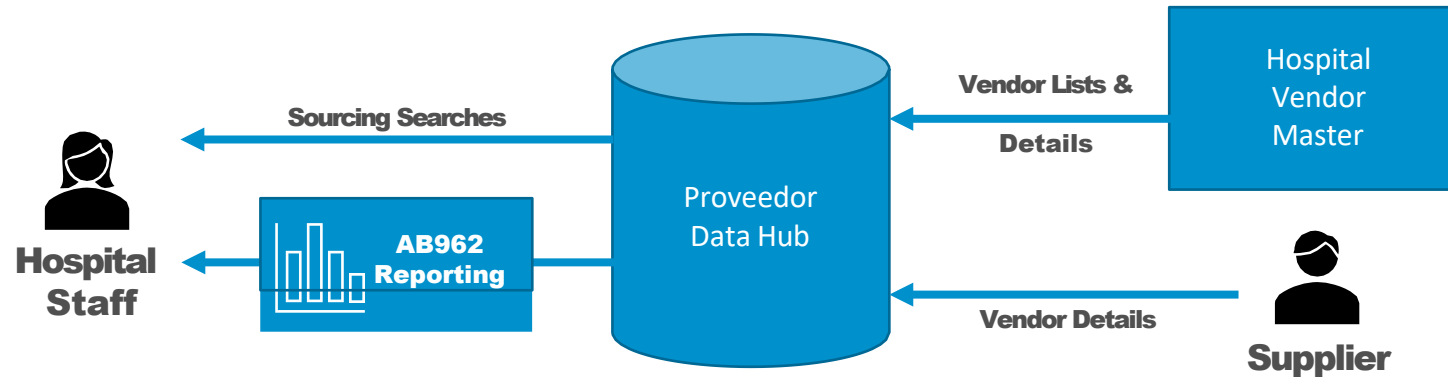
- Hospitals that have loaded their vendors can receive an AB962 report in the system

- Uses "crowdsourcing" model
- Hospitals anonymously contribute vendors
- Vendors onboarding into platform to provide additional information
- Benefit to supplier is exposure to prospective clients

- Suppliers can be invited by clients or HASC
- Can be an online link or a QR code
- Benefit to supplier is exposure to prospective clients

What are the Pros?

- Free for hospitals to provide data
- Free access to Sourcing Searches
- Free for HASC to provide the service
- Ease of Use
- Hospitals can get easy access to AB962 reporting (paid)
- Opportunities for diverse suppliers



Searching Made Easy

Enter any parameters you want...the more precise, the more tailored the results you will get

Supplier Name:

Keywords:

Country: **State:**

City: **Distance:**

Revenue: **Employee:** **Ethnicity:**

Diversity Certifications:

NAICS Codes: **SIC Codes:**

Searching Made Easy

An easy to read and export list

The screenshot displays a search interface with a list of suppliers on the left and a detailed view of a selected supplier on the right. The detailed view is titled "MDF INSTRUMENTS DIRECT, INC." and includes tabs for "Supplier Information", "Contacts", "Diversity", and "Commodities". The "Supplier Information" tab is active, showing the following details:

- Address:** 31416 AGOURA RD STE 180
- City:** WESTLAKE VILLAGE
- State:** CA
- Country:** USA
- ZIP:** 913615637
- Phone:** [Redacted]
- Established:** 2005
- Website:** www.mdfinstruments.com
- Employee:** [Redacted]
- Revenue:** [Redacted]
- Description:** Based out of WESTLAKE VILLAGE, CA MDF INSTRUMENTS DIRECT, INC. operates in the Medical, Dental, And Hospital Equipment And Supplies Merchant Wholesalers.

The left sidebar shows a list of suppliers with "MDF INSTRUMENTS DIRECT, INC." highlighted in red. Other visible suppliers include OTM TECHNOLOG, WEST COAST 911, SUREFIRE CPR LLC, JM TEMPORARY S, and MEDFINITY LLC. A "Return to Search" button is located at the bottom of the sidebar. The right sidebar shows a "COUNTRY" filter with "USA" selected. A "Close" button is located at the bottom right of the detailed view.

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Page 8

AB962 Dashboard

Load Data & Go

| | Supplier ID (Vendor ID) | Supplier Name | Country |
|---|-------------------------|----------------------|----------------------|
| | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| 1 | | | |
| 2 | 0000003758 | [REDACTED] | USA |
| 3 | 0000020570 | [REDACTED] | USA |
| 4 | 0000020998 | [REDACTED] | USA |
| 5 | 0000026184 | [REDACTED] | USA |
| 6 | ... | ... | ... |

Year:

Country:

States:

\$14.09M
Tier I Total

\$8.32M
Tier II Total

\$22.4M
Grand Total

| Business Ownership | Tier I | Tier II | Total |
|------------------------|--------|--------------------|----------------------|
| African American | | \$18,000 | \$17,820 |
| Asian Pacific American | | \$268,566 | \$80,569.8 |
| Hispanic American | | \$17,700 | \$5,310 |
| Native American | | \$105,600 | \$31,680 |
| Unknown | | \$8,563,869 | \$5,138,321.4 |
| Total | | \$8,973,735 | \$5,273,701.2 |

| Business Ownership | Tier I | Tier II | Total |
|-----------------------|--------|--------------------|-------------------------|
| Disabled Veteran | | \$185,840 | \$110,641.1714 |
| Less Duplicate Amount | | \$646,560 | \$384,934.1143 |
| LGBT | | \$861,840 | \$513,102.6 |
| Women | | \$3,418,760 | \$2,035,383.1857 |
| Total | | \$5,113,000 | \$3,044,061.0714 |

NAICs

- 000000 - All Occupations
- 11 - Agriculture Forestry Fishing and Hunting
- 111 - Crop Production
- 1111 - Oilseed and Grain Farming
- 11111 - Soybean Farming
- 111110 - Soybean Farming
- 11112 - Oilseed (except Soybean) Farming
- 111120 - Oilseed (except Soybean) Farming
- 11113 - Dry Pea and Bean Farming
- 111130 - Dry Pea and Bean Farming
- 11114 - Wheat Farming
- 111140 - Wheat Farming
- 11115 - Corn Farming
- 111150 - Corn Farming
- 11116 - Rice Farming
- 111160 - Rice Farming
- 11119 - Other Grain Farming

| Supplier ID (Vendor ID) | Supplier Name | Country |
|-------------------------|----------------------|----------------------|
| <input type="text"/> | <input type="text"/> | <input type="text"/> |
| | | |
| | | |
| | | |
| | | |
| | | |

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Page 9



Questions?



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