

Industry Opportunity Briefings



Florida State Minority Supplier Development Council
(FSMSDC)
2022 Business Expo



Jackson Health System





Miami-Dade's
Safety Net



More than 2,600
beds



Countywide
Footprint



Seven Hospitals



Academic Medical
Center



More than 13,000
Employees

Jackson Locations



Hospital Campus



Urgent Care Center



Primary Care Clinic



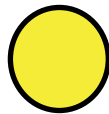
Free Standing Emergency Department



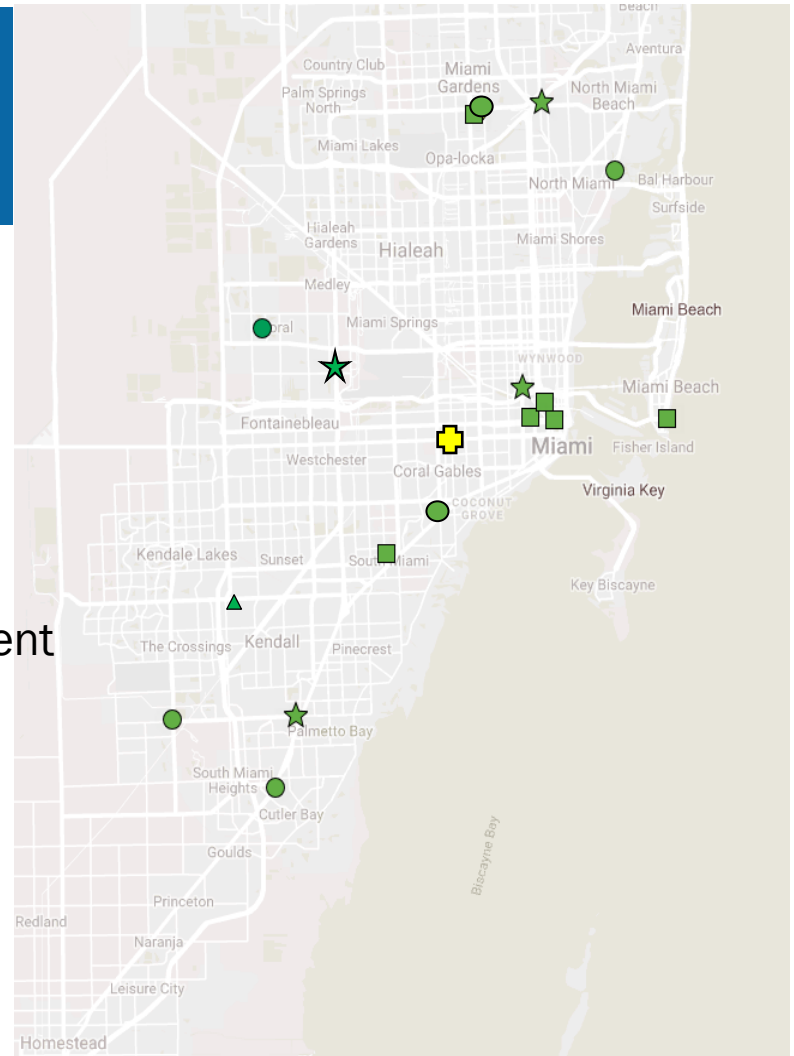
MDC Employee Physicals



Open



Coming Soon





Our Mission

To build the health of the community by providing a single, high standard of quality care for the residents of Miami-Dade County

Strategic Sourcing Division

Mission Statement

- To obtain supplies, services and construction-related projects required by the Trust in a cost-effective and responsible manner
- To provide for increased public confidence in the Trust's transparent procurement procedures
- To promote fair and equitable treatment of all interested parties who would like to do business with the Trust
- To foster broad-based competition within the free enterprise system
- To afford economic opportunities to all segments of the community through various socio-economic programs

Strategic Sourcing Division

Areas of Focus

- Clinically integrated supply chain to create collaborative partnerships with physicians
- Integrate supply chain strategy and operations across the enterprise for efficiencies
- Value based purchasing = Cost / Quality / Outcomes
- Strategic rapid execution
- Reliability and standardization, reduce clinical variation

Transforming the way we spend

Small & Diverse Businesses

Keep Jackson Running

Small and diverse businesses provide a wide variety of products and services to Jackson, not limited to:

- Nutrition Services
- Courier
- Janitorial
- Printing
- Non-Formulary Office Supplies
- Signage
- Spinal Implants
- Safety Supplies
- Patient Transport
- Home Health
- Facilities Maintenance
- Community Outreach Consulting
- Promotional Items
- Landscaping
- Office Furniture
- Construction
- Architecture/Engineering

Healthcare Industry Challenges

- Rising costs
- Global supply chain disruptions
- Cybersecurity
- Manufacturer backorders and extensive lead times
- Competition is strong; everyone trying to get to market quickly
- Funding and margins are very tight
- Premium labor costs since the start of the pandemic
- Workforce crisis
- Need to better the patient experience

Healthcare Industry Opportunities

- “AI” predictive and integrated software
- Ongoing value-based care
- Telemedicine
- Digitization of products and services
- Predictive, preventive and outcome-based solutions
- No longer just products

Healthcare Industry Opportunities

- Florida eliminated certificate of need review for building hospitals or launching services
- Need for sourcing diversification
- Primary, secondary and tertiary suppliers
- Manufacturing in USA
- Environmental sustainability
- The patient as the ultimate consumer

Small Business Program Team Meet and Greet

Join our team for a live Meet and Greet!

3:00pm

at the

Jackson Health System online booth

Contact Us

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www.JacksonSmallBusiness.org

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