

Forging Partnerships to Maximize Outcomes & Minimize Cost



Mölnlycke Healthcare Executive Round Table Breakfast | Becker's Healthcare Annual Meeting

Mölnlycke Healthcare convened a high-impact executive round table during the Becker's Healthcare 15th Annual Meeting to engage senior healthcare leaders in a meaningful dialogue on "Forging Partnerships to Maximize Outcomes and Minimize Cost." This collaborative breakfast brought together providers, supply chain leaders, and clinical experts to explore how cross-functional partnerships can address the industry's most pressing challenges.

Key Takeaways:



Market Dynamics & Health System Pressures

Health systems continue to face intensifying cost pressures, workforce shortages, and capacity constraints. **Mary Blanchard**, Principle of Strategic Partnerships of SG2 | Vizient, shared insights on the widening performance gap between organizations and the push for outpatient care amid rising acuity and staffing limitations. Technology, while helpful, is not a cure-all—partnerships and strategy alignment remain critical.



The Power of Clinical and Economic Partnership

Charleen Singh, Director, DNP MNP Program and Associate Professor of the UC Davis Betty Irene School of Nursing, shared real-world case studies from leading health systems demonstrating how aligning C-suite leadership, frontline clinicians, and supplier partners can yield transformative results. One pediatric and trauma hospital reduced pressure injuries from over 200 annually to near zero by standardizing evidence-based products and integrating supplier-led clinical education.



The Role of Supply Chain in Patient Outcomes

Kimberly DiSanto, Director of Nursing, RWJBarnabus Health, Pediatric ICU and Oncology, emphasized that procurement decisions directly affect clinical quality. Standardization, proactive sourcing, and close alignment with clinicians can reduce harm, prevent product-related errors, and drive consistency—even during crises like COVID-19.



Culture, Retention & Clinician Voice

Lisa Grubb, Nurse Practitioner and Assistant Professor of Johns Hopkins University School of Nursing, reinforced the importance of creating environments of trust, belonging, and accountability. When clinicians are empowered and included in decision-making, organizations experience stronger retention, safer care, and better patient experiences.

Mölnlycke's Commitment to Strategic Partnership: Mölnlycke is more than a product provider. Through clinical education, economic value modeling, and co-designed protocols, the company helps health systems improve outcomes and reduce total cost of care.

Thank you to all attendees for contributing your insights and leadership. Mölnlycke Healthcare looks forward to continuing the conversation and working together to advance value-driven healthcare.

For more information, to schedule a follow-up round table with our Key Opinion Leaders, or to learn more about becoming a part of our Advisory Board, contact **Kurt Henry**, Vice President of Strategic Accounts and Health Economics - kurt.henry@molnlycke.com.

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