

# WELCOME TO: COVID 19 PRACTICE SURVIVAL GUIDE WEEKLY

*Week 3 of a series*

Post COVID Supply Chain  
Management

Moderator:



*Jeffrey DeSantis, DPM FACFAS*

## Guest Speakers:



*Scott Wakser,  
Senior Vice President,  
Medline Industries, Inc.*

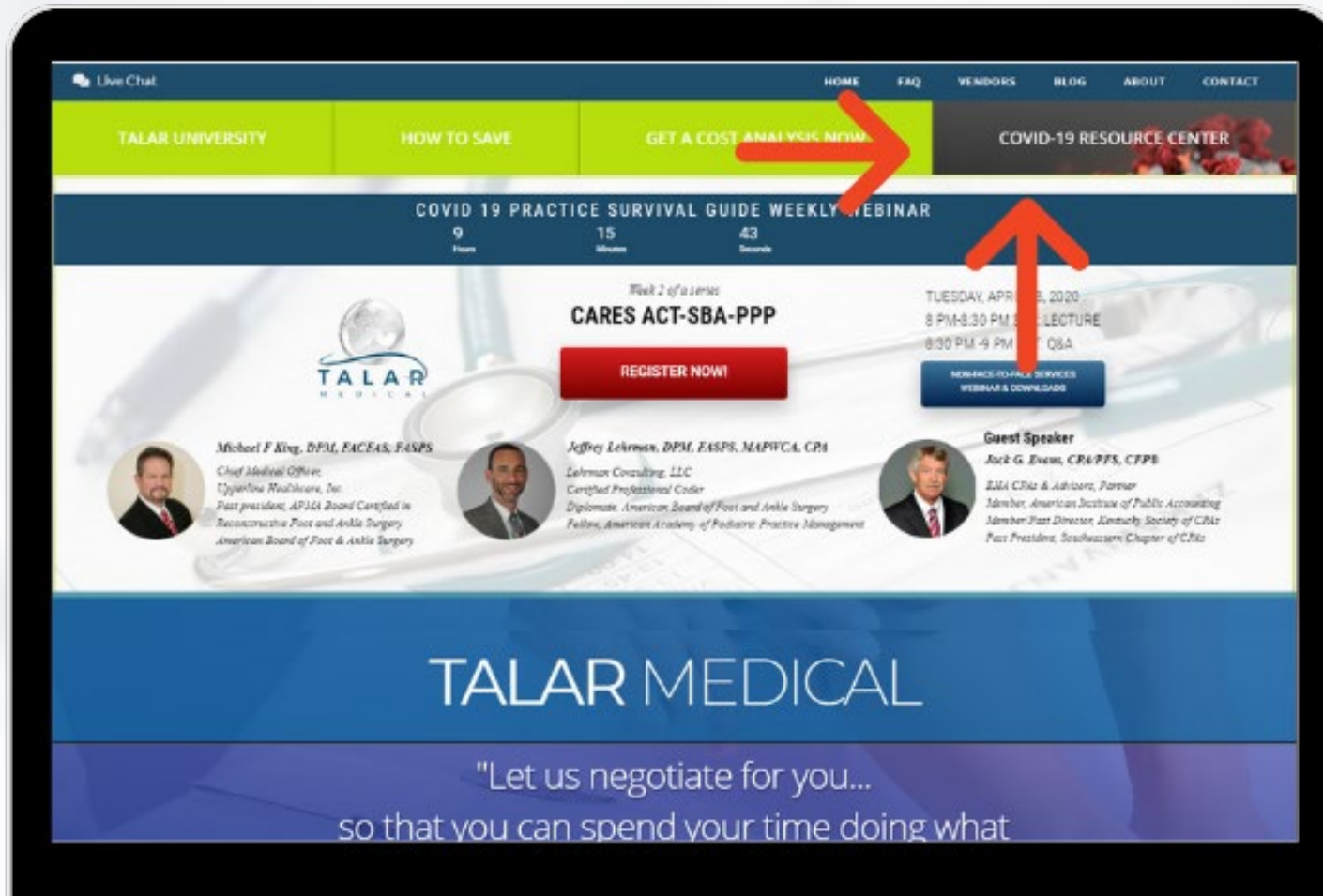


*Melody Andrews  
Director National Accounts,  
Medline Industries, Inc.*



DATE	TOPIC	GUEST SPEAKER
21 April 8 PM EST	<b>Non-Face-To-Face Services During COVID 19</b>	<i>Jeffrey Lehrman, DPM, Michael King, DPM (Moderator)</i>
28 April 8 PM EST	<b>CARES ACT, SBA, PPP</b>	<i>Jack Evans, CPA</i>
5 May 8 PM EST	<b>Supply Chain Management</b>	<i>Scott Wakser, Melody Andrews</i>
12 May 8 PM EST	<b>Bringing Employees Back to Work</b>	<i>Susan Lessack, Tracey Diamond</i>
19 May 8 PM EST	<b>DME – Wound Care</b>	<i>Ira Kraus, DPM</i>
26 May 8 PM EST	<b>DME as it Relates to COVID</b>	<i>Paul Kesselman, DPM</i>
2 June 8 PM EST	<b>Investment – Retirement Issues Related to COVID</b>	<i>Deanna Filosa</i>
9 June 8 PM EST	<b>No More Excuses: Reinventing your Practice During a Forced Slow Down</b>	<i>Cindy Pezza, CMA</i>
16 June 8 PM EST	<b>PICA</b>	<i>Ross Taubman, DPM</i>
23 June 8 PM EST	<b>Diabetic Shoes as it relates to COVID</b>	<i>Josh White, DPM</i>
30 June 8 PM EST	<b>Streamline Biological Utilization</b>	

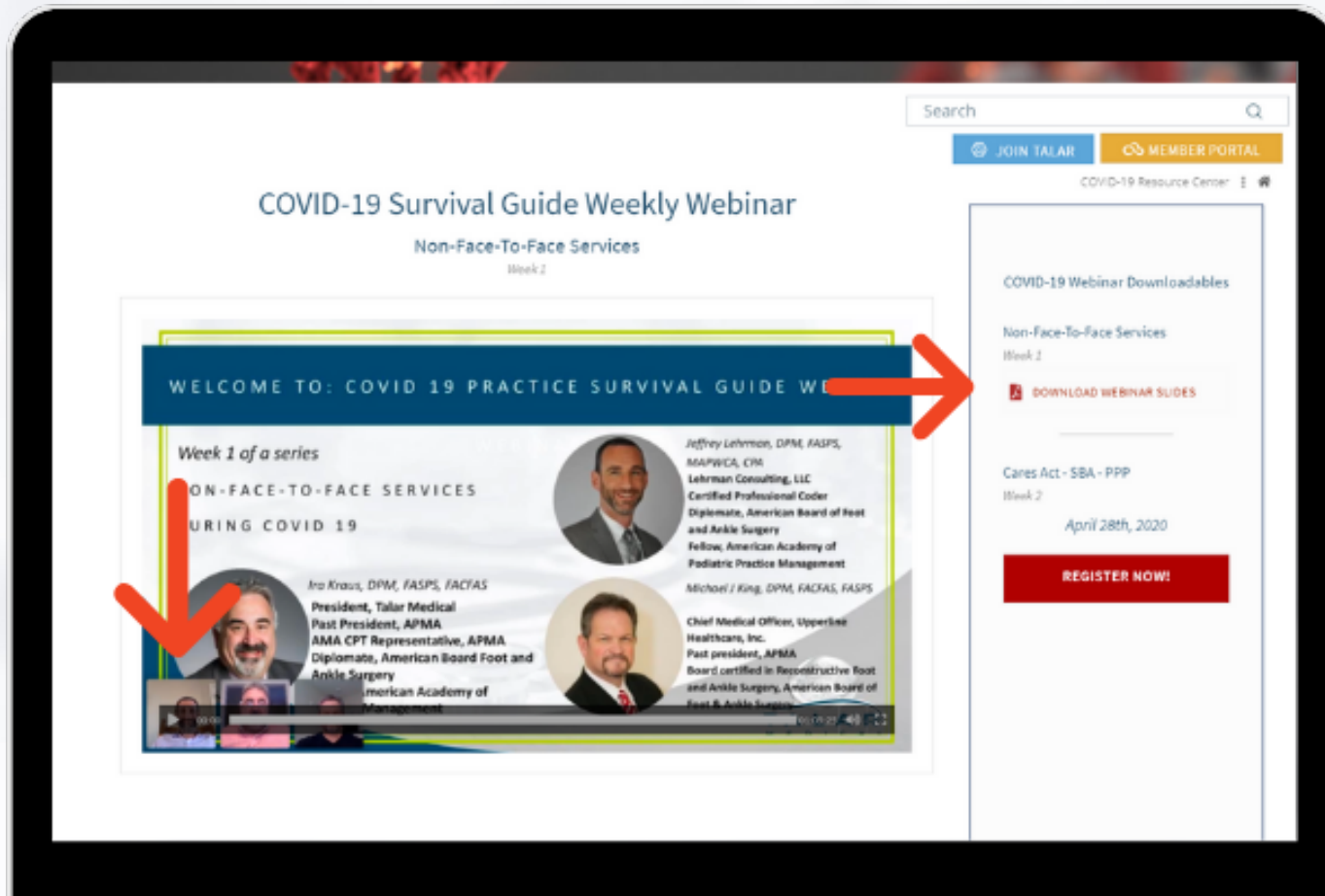




Would you like to find a replay of tonight's webinar? Find it on our website today!

1. Visit our website [www.TalarMedical.com](http://www.TalarMedical.com)
2. Look for our COVID 19 Resource Center located in the upper right hand corner





- Inside the COVID 19 Resource Center you will find:
- An archive of the entire webinar series “COVID 19 Practice Survival Guide”
  - A downloadable version of the lecture slides.
  - Updates, news, and information regarding COVID 19 and your practice



# Talar Medical's partnership with Medline Industries

- Talar Medical has a phenomenal partnership with Medline Industries to **save** our members significantly!
- Medline is a leading manufacturer and distributor for clinics across the country.
- Talar members can receive a free **comprehensive cost analysis** just by providing us with your current ordering history .
- We will also include a comparison where savings can be increased by moving to Medline branded products of the same or superior quality at a lesser cost.
- Talar Members also receive a 1% rebate on all Medline branded items.

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# Agenda

- The Covid Supply Chain Challenge
- PPE Items
- Manufacturer Allocations
- The Future in PPE and Covid





# The Covid-19 Supply Chain Challenge

- Product Allocations
  - PPE Usage surge of over 600%
  - Manufacturer Responses
- Grey Market
  - Alternative market challenge
- The Domino Effect
  - Products
  - Manufacturing challenge
    - Lid Caps for hand sanitizer







# PPE Items

Effected Items

# Personal Protective Equipment

## PPE



**N-95 Masks**

3M- Industry leader



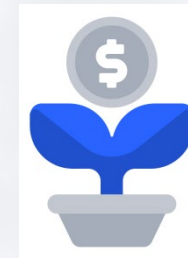
**Ear Loop Masks**

For your patients and your providers



**Hand Sanitizer, Wipes and Soaps**

New Standards and usage



**Isolation Gowns/Gloves**

Personal Protection



# Manufacturer Allocations

- Manufacturer Product Allocations
  - Manufacturer defines service level
  - Different answers for different markets
  - New World for these items in Podiatry





# The Future of PPE and Covid

- Communication
  - Proactive with Vendor Partners
- Define Your New Inventory Strategy
  - Masks
  - Gloves
  - Hand Sanitizers
  - Gowns
- Developing Accurate Par Levels vs. Patient Flow



# Thank You!

Join us #TalarTuesday, May 12, 2020 at 5 PM PST/8PM EST for *Bringing Employees Back to Work* with guest speaker **Susan Lessack & Tracey Diamond**, *Pepper Hamilton LLP Attorneys at Law*



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