



– FLORIDA CHAPTER OF –

AHRMM

Supplier Spotlight

Jeff Bates

Area Vice President



Jeff has been with ASP Global since August 2017 managing the large health system customers across the Southeast. He works with hospitals to identify new opportunities for cost-savings, product customization and optimization to ensure patients have the best experience and clinicians have the best designed products they demand. Prior to ASP Global, Jeff spent 16 years in the medical device and healthcare sales. Jeff has been a FL AHRMM member and Annual sponsor for the past three years. He lives in sunny Ponte Vedra, Florida with his wife, 15 year old son, 10 year old daughter, 2 year old son, and their cat.



Why are you passionate about Healthcare Supply Chain? Over the years, I have created incredible relationships and trust with some of the leading professionals in hospital supply chain. This has carried over into the new role I have with ASP Global today.

How has FL AHRMM helped you in your role? FL AHRMM is a great resource and platform to learn and educate on the changing landscape of the supply chain. Not only is the focus on the state of Florida, it also promotes relevant data and information from around the country to create best practices.

How have you been able to support providers in overcoming challenges during COVID? The ASP team has all been working overtime to support health system partners during the pandemic. At the onset of the pandemic, there was a drastic increase in demand for PPE supplies and the need to re-shore PPE manufacturing to U.S. plants became crucial. We quickly joined forces with EasyShield, a leading supplier of safety, packaging, and warehouse essentials based in Columbus, Ohio, to produce ASTM Level-1/2/3 masks. Partnering with a reliable U.S. manufacturer was a critical step in ensuring health systems have the supplies they need. We continue to find new partnerships and sources on PPE supplies world-wide as well. We have also created trust with larger health systems on the continuity of PPE supplies. Our business model is different than most and we are able to secure product with minimal to no delays in supply, which is a big benefit to our customers looking for consistent inventory.

What has helped you personally overcome the challenges faced in 2020? Strong support system at home and with ASP. We adapted quickly and set up offices in our home for the kids with school and my wife to stay engaged and active each day with our jobs. We have also been very fortunate to remain healthy.

What do you like to do for fun?: Anything outside and involving sweat is fun for me. Avid cyclist, runner and coach for my kid's sports teams. Also, I am a big University of Georgia fan in all sports. Maybe one year we will win a meaningful game. Same applies to all sports teams in Atlanta.

Where is your favorite vacation spot? We enjoy the beach and mountains and since we live so close to the beach we try to go every few weeks. Our favorite trip so far was out west to California and driving up the PCH from Hermosa Beach to Ventura, stopping at all the cool places along the way. The drive thru Malibu was amazing along the coast.

What is a fun fact about you? Thanks to CV19, I am no longer Diamond with Hilton and Platinum with Marriott...and I am very happy with that! I don't miss the 2-3 nights per week travel.



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