

# Supplier Spotlight

**Summer LaBrie**

Regional Vice President of Sales



Summer has been Conductiv's Regional Vice President of Sales since April 2019. Her role focuses on the healthcare system's needs related to purchased services. She enjoys connecting with people; building business relationships and aligning solutions to ensure customer success & savings. Prior to Conductiv, Summer has had 20 years of experience across multiple industries specializing in SaaS. She has been a FL AHRMM member and Annual sponsor since early 2019. Summer currently lives in Jacksonville, Florida with her 15-year-old daughter and her fiancé. They also have a dog named Silky and a cat named Rouge.



**Why are you passionate about Healthcare Supply Chain?** Healthcare is so important. It often is the anchor in a community for not only patient needs but also for creating jobs; whether at the health system or by outsourcing with local and diverse vendors in their area. Supply chain is a vital part of any hospital or healthcare system. They are some of the unsung heroes that save the day, getting the right products and services to those who need them day in and out. Knowing that our efforts at Conductiv have a positive impact makes it incredibly easy to love my job.

**How has FL AHRMM helped you in your role?** FL AHRMM has been invaluable for me. The education is always right on point for what is important to members. The networking has allowed me to create wonderful relationships with different people at many Florida hospitals.

**How have you been able to support providers in overcoming challenges during COVID?** During COVID, most of the healthcare providers we meet with are facing significant challenges in supply chain. In many cases, leaders and their teams are 100% focused on sourcing for COVID items and have no time left for savings initiatives or regular sourcing needs. Conductiv assists in helping with those bandwidth challenges, we can be the extra set of arms that are needed to focus on driving savings as well as creating new revenue streams for our customers.

**What has helped you personally overcome the challenges faced in 2020?** Throughout my life I have had some serious health issues. I'm a cancer survivor, overcoming three different recurrences. What I learned through those experiences is that each day is a gift. Even if the day isn't perfect and there are challenges, we can face the day knowing we are blessed with time. Love hard, laugh often and ask for help when you need it.

**What do you like to do for fun?** I am an avid reader, I love a great story. My daughter and I love to sing and act together. We were in the same musical last year titled, "Into the Woods". It was a lot of fun!

**Where is your favorite vacation spot?** We are a Disney family and we love heading down to Disney World in Orlando for mini vacations, staying at one of their resorts and exploring all the parks. This year we are headed to Disneyland Paris!

**What is a fun fact about you?** I got to carry the Special Olympics' Torch with my family. It was incredible. My niece has cerebral palsy, and my daughter has Asperger's, so we were included in the honor.



## Connect with Summer:

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