

<u>Stage</u>	<u>Most Active Participants</u>
Request Supplies	Department Supervisor
Set Specifications	Dept. Supr., Bacteriology Supervisor, Chief of Lab
Seek Information	Dept. Supr., Bact. Supr.
Set Criteria for Evaluation	President/V.P., Bact. Supr., Standards Cttee
Evaluate Suppliers	Purchasing Department
Set Budget	Administrative Committee
Negotiate with Supplier	Purchasing Department
Make Purchase Decision	Bact. Supr.
Postpurchase Evaluation	Dept. Supr., Comptroller, Chief of Lab

Some characteristics of the buying process vary somewhat among the Image/Cost, Quality, and Cost segments. The Cost segment hospitals have a greater tendency to use a resource allocation committee to decide on new purchases of laboratory equipment. These resource allocation committees have been in existence longer than comparable committees in the other segments. In terms of anticipated purchases of capital equipment, respondents in the Cost segment have a greater expectation that their hospitals will increase or maintain their level of purchases of capital equipment in the future.

5. Purchase Pattern

The predominant purchase pattern of laboratory diagnostic supplies is one in which purchases are split between distributors and manufacturers. Those who use this pattern purchase about 60% of their supplies from distributors and 40% from manufacturers. Major suppliers for all laboratory diagnostic supplies are Fisher, Scientific Products, and Beckman.

Ninety percent of the respondents indicated that their hospital had increased the amount spent on laboratory diagnostic supplies in the past two years, with an average dollar increase of 18%. Two-thirds of the respondents expect this amount to increase by next year, with an average expected increase of 8%.

Purchase patterns differ by type of product. For example, while 20-25% of chemistry lab supplies, micro/bact supplies, and hematology supplies are purchased primarily direct from the manufacturer, fully 68% of vitro radioimmunoassay supplies are purchased primarily from the manufacturer. In addition, the percentage of respondents expecting increases in next year's dollar purchase volume varies by product category: chemistry supplies (69%), micro/bact supplies (77%), RIA supplies (90%), and hematology supplies (79%).