



# Best Practices and Resources for Values-Based Procurement in Hospitals

## SAN FRANCISCO BAY AREA OVERVIEW

PARTICIPANTS:	TOTAL ANNUAL SPEND:
Laguna Honda Hospital, O'Connor Hospital, St. Louise Hospital, Valley Medical Center, Zuckerberg San Francisco General Hospital	\$11.2 Million
KEY VENDORS:	MEALS SERVED PER YEAR:
Bay Cities Produce, Blossom Foods, Crystal Creamery, US Foods, Vizient	8.6 Million

**Values-Based Procurement:** Hospitals are anchor institutions that support community health, with unique opportunities to support nutrition and nutrition education for individuals while advancing social values through purchasing, sustainability, and community benefit initiatives. Within the Bay Area Local Food Purchasing Collaborative, the exclusive use of scratch cooking within the sector fosters the conditions for successful implementation of values-based procurement initiatives, including rapid menu innovation cycles. As members of Vizient, a member-driven group-purchasing organization, participating Bay Area hospitals also have infrastructure in place for collective group purchasing strategies. Additionally, Santa Clara County hospitals benefit from a Public Health Nutritionist dedicated to supporting and coordinating county-level initiatives including Good Food Purchasing Program implementation.

**Food Service Operations:** Hospitals participating in the Good Food Purchasing Programs serve patients who are receiving short-term, acute care, and a combination of those participating in long-term and mental health residential programs. They provide 100% of the nutrition for the people in their care, including breakfast, lunch, snacks, and dinner, through on-site production. The facilities also provide cafeterias for visitors and staff, and catering services for on-site meetings. Within the collaborative, the healthcare sector is the only one that provides meals exclusively through self-operated and scratch-cooking focused food and nutrition services.

## Best Practices

- Meet with related teams within your institution such as community benefit, sustainability, health and wellness, and financial services, to connect over shared goals and align food purchasing strategies with institution-wide initiatives, such as climate mitigation commitments and action plans.
- Leverage your data to engage in multiple programs to gain recognition and support for your leadership without duplicating efforts. For example, the [Good Food Purchasing Program](#), [Practice GreenHealth](#), and the [Coolfood Pledge](#) have aligned data standards.
- [Participate](#) in Health Care Without Harm's statewide Healthy Food in Health Care network to strategize with and learn from other healthcare food service operators about innovative ways to shift purchasing practices.



# Resources



## HEALTH CARE WITHOUT HARM

[Healthy Food in Health Care](#)

[Why Buy Local?](#)

[Climate and Health](#)

[Food Waste Solutions](#)

[Anchored by Health Care: Strategies for Health Systems](#)

## EMERALD CITIES COLLABORATIVE

[Anchor-Community Engagement Workbook](#)

[Healthcare Anchor Network: Inclusive, Local Sourcing](#)

## JUST BIPOC SOURCING

[Bringing Diversity to Your Plate: Create Your Own Pilot](#)

[Good Eats Company: Case Study](#)

## Supportive Consultants

[Kitchen Sync Strategies \(supplier/supply chain\)](#)

[Kitchen Table Advisors \(supplier/supply chain\)](#)

[Shared Plate Strategies \(bid preparation, coalition building, events\)](#)

[Shift Health Accelerator \(values-based, community-led initiatives\)](#)