

## Comparing Apples to Oranges

Value-based sourcing seeks differentiation, not commonality – comparing apples with oranges – which is different to how most buyers source today. The rationale behind this approach is that value chain partners can often bring more to the table than what is requested from them (in other words, just supplying the goods or services). Suppliers might also have differing capabilities and therefore there is a need for more flexibility in the process than has traditionally been the case.

## Comparing Health Care to Surge Protection

**Health** or **healthcare** is the treatment and prevention of illness. Health care is delivered by professionals in medicine, dentistry, nursing, pharmacy and allied health.

**Allied health professions** are clinical health care professions distinct from medicine, dentistry, and nursing. Allied health professionals make up 60 percent of the total health workforce. They work in health care teams to make the healthcare system function by providing a range of diagnostic, technical, therapeutic and direct patient care and support services that are critical to the other health professionals they work with and the patients they serve.

**Surge Protection Devices (SPD's)** is an appliance designed to protect electrical devices from voltage spikes. A surge protector attempts to regulate the voltage supplied to an electric device by either blocking or by shorting to ground voltages above a safe threshold. SPD's protect electrical equipment against damaging electrical surges on power and communications lines caused by lightning, industrial machinery, and other switching events.

**Understanding the Importance of Surge Protector Devices** there are instances when people disregard the possible effects of lightning and the immediate on-and-off of power supply to their appliances and other electronic devices. Instead of using surge protection devices, they simply plug their expensive things into a common outlet. What happens when lightning strikes or a power interruption occurs? Power surges attack these expensive things and may or may not ruin them.

**Insurance** is a promise of compensation for specific potential future losses in exchange for a periodic payment. Insurance is designed to protect the financial well-being of an individual, company or other entity in the case of unexpected loss. Some forms of insurance are required by law, while others are optional. Agreeing to the terms of an insurance policy creates a contract between the insured and the insurer. In exchange for payments from the insured (called premiums), the insurer agrees to pay the policy holder a sum of money upon the occurrence of a specific event. In most cases, the policy holder pays part of the loss (called the deductible), and the insurer pays the rest. Examples include car insurance, health insurance, disability insurance, life insurance, and business insurance.