



How does the SA/Vendor relationship change after EBT has been implemented?

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Does the relationship change?

From a regional office perspective

No, nothing changes.

Vendor activities – Pre EBT

Sample of current activities are:

- *Vendor Selection and Authorization*
- *Vendor Training*
- *High Risk Vendor Identification*
- *Vendor Monitoring & Compliance Investigation*
- *Vendor DQ's/Sanctioning/Admin. Review*
- *Vendor staff training*
- *Monitoring vendor payment*
- *Peer group assessment*
- *Cost containment analysis*





Vendor activities - Post EBT

The activities should remain the same!

Does the relationship change?

The more things change, the more they stay the same

Turbulent changes do not affect reality on a deeper level other than to cement the status quo.