

Vendormate Briefing

Vendor Credentialing as a Corporate Function; What You Don't Know Can Hurt You

In this thought leadership series, Ken Carson, a Principal Technology Analyst with The Edenfield Group, interviewed two industry experts in hospital vendor credentialing.

Sonya Harrison is Manager of Sales Operations for Ethicon Endo-Surgery, Inc., a medical device and surgical instrument company. Sonya has 14 years of experience in the life science and medical device industry and is currently responsible for hospital vendor credentialing, as well as fleet, asset and sample management for the field sales organization.

Jennifer Nickle is the Director of Vendor Services for Vendormate's Credentialing Consulting Services group. She has 17 years of experience in the medical device industry, including product management, sales training and contract management, as well as holding a full-time role in hospital vendor credentialing at her previous company.

In these highly informative interviews, Sonya Harrison and Jennifer Nickle share their professional expertise in areas of most concern for vendors. They will speak to:

- **[How to create an efficient credentialing program](#)**
- **[Best practices in credentialing](#)**
- **[Why credentialing needs to be a corporate function](#)**
- **[Resources available to vendors who are implementing or managing a credentialing program](#)**

In the first half of this interview, Sonya Harrison shares her industry expertise from the perspective of a very large organization, Ethicon Endo-Surgery, Inc., a medical device and surgical instrument company.

To download the whole briefing, click here [vendor credentialing](#)