

June 10-12, 2014 – The Ritz Carlton Downtown, Atlanta, GA

June	1	0
------	---	---

6:00 - 7:00 p.m. **Networking Reception** Lounge and Directors

Room

June 11

9:05 a.m.

8:00 - 9:00 a.m. **Networking Breakfast** Ballroom Salon III/IV

8:00 - 9:00 a.m. Registration Ballroom Pre-Function

9:00 a.m. Welcome Scott Adams

Vice President, MDSI

Keynote

Aim: During this session you will hear from one of Washington's top speakers on the ACA. He will discuss the latest in the Affordable Care Act, how care is shifting to the private sector, and how employers

President, Health Policy and Strategy Associates, LLC

Robert Laszewski

10:00 a.m. Ballroom Salon I/II Break

are responding to the law of the land.

10:15 a.m. **Reform and Acute Care Distribution Bill Abrams**

> **Aim:** How has reform impacted their business and where will they be focusing during the next 12 – 24 months. How can vendors assist them with reaching their

goals during this timeframe?

Distributed Products Division

Medline Industries, Inc.

President.

11:45 a.m. Ballroom Salon III/IV **Networking Lunch**

Reform and Primary Care Distribution 1:00 p.m. Clay Courville

> Senior Vice President, Aim: Attendees will hear about McKesson Marketing Medical Surgical's direction and vision Mckesson Medical-

following the PSS integration. Surgical 2:00 p.m.

Group Practice: Past, Present, Future. Their IDN Impact

Aim: During this session you will hear from a Large Group Practice about how the Affordable Care Act will change how they manage their organization during the next 12 – 24 months.

Herbert Drayton

Vice President and Health Services Administrator, CCOH

3:30 p.m.

Break

ΑII

3:45 p.m. From Transactions to Solutions

Aim: During this session you will hear a distributor's insight as to how we must change in this ever changing healthcare arena.

Todd Stack
Healthcare Services
General Manager

Henry Schein

4:45 p.m.

Adjourn

6:30 - 7:30 p.m.

Networking Reception

Georgian Room

During the reception you will enjoy the opportunity to network with healthcare executives throughout the spectrum, building relationships which will prove invaluable as you build a network of trusted individuals who will become valuable resources to you and your organization.

June 12

7:00 a.m. Networking Breakfast

Ballroom Salon III/IV

8:00 a.m.

Leadership Discussion: Change Management

Aim: With Heal

Randy Chittum, Ph.D.
President
still-leading.com
Ballroom Salon I/II

Aim: With Healthcare Reform upon us, the time is now to help your teams manage change. During this session we will introduce Randy and have him walk through a high level overview of change management and how to help your teams manage the new landscape created by healthcare reform.

9:00 a.m.

Healthcare Reform Discussion and Roundtables

Randy Chittum, Ph.D.

Aim: Time during this session to network and interact with your vendor counterparts through facilitated discussion around reform, how it will impact your organization and healthcare overall.

10:15 a.m.

Under transformation: The outlook you need to survive. The fortitude you want to thrive.

Aim: Discussion about how healthcare reform and other dynamic market forces are impacting the healthcare industry and our mutual customer.

11:30 a.m.

Meeting Wrap Up and Adjourn

John TierneySr. Vice President,
Americas

Welch Allyn