

# repertoire **DISTRIBUTOR INSIGHTS**

June 2-4, 2015 – Marriott Marquis

Atlanta, Georgia

## Tuesday, June 2

**6:00 p.m. - 7:30 p.m.**  
Pulse Loft

### **Networking Reception Sponsored by PWH**

Lisa will be talking about a critical leadership strategy, noble purpose. You will learn how to bring noble purpose into your own organization and discuss proven strategies that increase revenue and create competitive differentiation.

**Lisa Earle McLeod**  
Author of *Selling with  
Noble Purpose*

## Wednesday, June 3

**9:00 a.m. - 10:00 a.m.**  
Room L401-403

### **Breakfast Registration**

All

**10:00 a.m. - 10:15 a.m.**  
Room L401-403

### **Welcome**

**Scott Adams**  
Publisher  
Repertoire Magazine  
MDSI

**10:15 a.m. - 11:15 a.m.**  
Room L401-403

**The “John Sasen” Annual Keynote**  
Ted will give his perspective on today’s distribution landscape – Consolidation by the nationals, consolidation by the manufacturers, and consolidation by the providers. What does all of it mean?

**Ted Almon**  
President and CEO  
Clafin Company

**11:15 a.m. - 11:30 a.m.**

### **Break**

All

**11:30 a.m. - 12:30 p.m.**  
Room L401-403

**Washington Update: A View from the  
Trenches**  
In this session Curtis will take a broad look at DC as well as comment on the current decision from the supreme court on King versus Burwell.

**Curtis Rooney**  
President  
Healthcare Supply  
Chain Association

**12:30 p.m. - 2:00 p.m.**  
Sear Restaurant

**Networking Lunch**

All

**2:00 p.m. – 3:30 p.m.**  
Room L401-403

**Distribution Rep Panel**

You will hear from top distribution reps on what they are facing today. How reform, consolidation, and the internet are affecting their daily lives.

**Rich Bilz**  
Henry Schein

**Todd Matthews**  
McKesson

**Jonathon Brockman**  
Medline

**Korlue Kpor**  
Cardinal Health

**Mark Hughes**  
MedTech

**3:30 p.m. - 3:45 p.m.**

**Break**

All

**3:30 p.m.- 5:00 p.m.**  
Room L401-403

**IDNs Take On Distribution**

These IDNs will describe their relationship with their alternate site distributor partners, and the value they perceive in working with them.

**Michele Tarantino**  
Founder  
TCS Consulting

**Ed Bonetti**  
Director Supply Chain  
Operations  
Lifespan

**Marc Westerman**  
Executive Director,  
Supply Chain  
Operations  
Piedmont Healthcare

**6:00 p.m. - 7:00 p.m.**  
Pulse Loft

**Networking Reception**

During the reception you will enjoy the opportunity to network with healthcare executives throughout the spectrum.

All

**Thursday, June 4**

**7:30 a.m. - 8:30 a.m.**  
Sear Restaurant

**Networking Breakfast**

All

**8:30 a.m. - 9:30 a.m.**  
Room L401-403

**ACO Insights**  
Migration from acute care to physician owned ACO's have morphed over the past three years. In this session you will hear about the changes you should be recognizing.

**Matt Stevens**  
The Advisory Board

**9:30 a.m. - 9:45 a.m.**

**Break**

All

**9:45 a.m. - 10:45 a.m.**  
Room L401-403

In this session Brad will talk about today's distribution rep, including what they have gone through in the past 3 years, where they are today, and what the future holds.

**Brad Connett**  
Vice President and  
General Manager  
Henry Schein

**10:45 a.m. - 11:00 a.m.**

**Break**

All

**11:00 a.m. - 12:00 p.m.**  
Room L401-403

**Leadership/Overview**

**Randy Chittum**  
Georgetown University

**12:00 p.m.–12:15 p.m.**

**Meeting wrap-up and adjourn**

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