

Agenda
Healthcare Supplier/Provider Institute Meeting
April 9-10, 2012
Mandalay Bay Hotel - Las Vegas, Nevada

April 9

2:00 p.m.

Welcome

Dan Nielsen

Founder
National Institute for Healthcare
Leadership

2:10 p.m.

The Marlowe Senske Keynote
The Healthcare Supply Chain Post Reform

Brandi Greenberg

Managing Director
Advisory Board

Aim: Brandi will look into her crystal ball and share her perspective on the following:

- How reform and reimbursement reform will impact the purchasing patterns for hospitals and health systems moving forward
- A projection of what she believes a healthcare system might look in 3 years, 5 years and beyond
- How hospitals and health systems are operating now and what this means from a supply chain perspective
- A supposition of how healthcare systems will be spending their money in the future
- The role of the GPO in this new environment
- What might happen if Obama is reelected and/or what might happen if a republican is elected

3:15 p.m.

Break

All

3:30 p.m.

Regional Purchasing Coalitions

Each panelist will share specific and usable information related to the following:

- The compelling value their regional purchasing coalition brings to their hospitals/members
- Their RPCs unique DNA and why their model is successful
- What is the GPOs role in their regional purchasing coalition?
- How does the regional purchasing coalition most effectively work with the suppliers?
- New trends forming in today's environment related to regional purchasing coalitions
- Their specific imperatives/goals for the next 2 years

Clif Colley

Corporate Director Materials
Management
Baptist Healthcare
VHA Southeast Supply Solutions
(SESS)

Jim Olsen

Vice President
Carolina's Healthcare
Premier Large IDN Group (LIDN)

John Stregger

Senior Director
VHA Southeast

Sandy Wise

Director
Texas Purchasing Coalition
(MedAssets)

Aim: This panel discussion provides an opportunity for participants to hear first hand from a diverse group of RPC executives across America the challenges and issues they experience in today's environment and how suppliers can effectively work together with each of their unique organizations including new trends they are seeing and experiencing.

5:00 p.m.

Adjourn

6:00 - 7:00 p.m.

Networking Reception

All

During the reception you will enjoy the opportunity to network with supply chain executives from both the provider and supplier communities throughout America. Building relationships will prove invaluable as you build a network of trusted individuals who will become valuable resources to you and your organization.

April 10

9:00 a.m.

Prime Distribution, Self Distribution, or a Collaborative Hybrid Distribution Model.... Deciding on a Model Right for Your Organization

Jim Olsen

Vice President
Carolinas Healthcare

Brent Johnson

Vice President Supply Chain & Imaging Services
Chief Purchasing Officer
Intermountain Healthcare

Jay Kirkpatrick

Regional CEO
HCA

Pinak Shah

Senior Director, Integrated
Distribution Center
North Shore LIJ Healthcare System

Aim: During this discussion, four leading healthcare organizations will each share their distribution model, focusing on **strategies, results and lessons learned**. Each organization will discuss how they made the decision that was right for their organization and the results and lessons learned from those decisions. Presentations and comments will focus on some of the following questions and comments.

- How did you decide your organization would self-distribute, work solely with your prime distributor or collaborate with a distributor to expand your relationship and effectively create a hybrid distribution model? What measurements do you follow to ensure you made the right decision?
- What opportunities or challenges does self distribution, prime distribution or a hybrid distribution model present when dealing with suppliers?
- What are the opportunities or challenges you see for self distribution, prime distribution or a hybrid distribution model for your organization?

10:30 a.m.	Break	All
10:45 a.m.	<p>Aligning Acute and Non-Acute Supply Chains</p> <p>Aim: This panel of high profile IDNs that have purchased physician practices and discuss how they integrate those offices into their supply chain.</p>	<p>Tony Johnson Senior Vice President Supply Chain Novant Health</p> <p>Mary Beth Lang Senior Director Supply Chain Management Commercial Services UPMC</p> <p>Kevin Goos Corporate Director of Procurement and Strategic Sourcing Avera Health</p>
12:15 p.m.	<p>Networking Lunch</p> <p><i>During lunch we will have a panel of providers who will answer YOUR questions.... you name it; they'll respond</i></p>	All
12:45 p.m.	<p>Supply Chain is a Strategy, Not a Department</p> <p>Aim: Gene will focus on the ROi model, describing their model, sharing strategies, results and lessons learned. He will also talk about collaboration with suppliers and improved processes that have resulted in efficiencies and operational improvement. ROi has a success story you will not want to miss!</p>	<p>Gene Kirtser President/CEO ROi</p>
1:45 p.m.	<p>Purchased Services</p> <p>Aim: With healthcare reform upon us, hospitals continue looking for ways to become more efficient in many areas, with purchased services being one of those areas... Our panelist will share how they have effectively streamlined their Purchased Services initiatives and how together suppliers, providers and GPOs can most effectively work together to impact revenues and expenses in this area.</p>	<p>David Gillan Vice President Purchased Services Novation</p> <p>John Little Executive Vice President SCM Alliance</p> <p>Tony Johnson Senior Vice President Supply Chain Novant Health</p>
3:30 p.m.	Adjourn	