

**Agenda**  
**Healthcare Supplier/Provider Institute**  
**October 29-30, 2013**  
**Dallas, Texas**

**October 29**

**12:45 p.m.      Pre Meeting Session (Optional):**

**ACHIEVE GREATER SUCCESS -  
IMPROVE AND LEVERAGE YOUR  
LEADERSHIP STRENGTHS**

**Dan Nielsen**  
Author , Founder and  
CEO  
Dan Nielsen Company

**Aim:** Dan's highly energetic, relevant presentation will focus on **eight key areas of leadership strengths** demonstrated by former U.S. Presidents and critical to healthcare leadership today. Excellent leaders and highly successful people focus on strengths. Learn from those who achieved the most powerful, influential and prestigious position in the world. These leadership strengths worked for Presidents of the United States of America - and they will work for you!

Taking participants behind the scenes of the lives and leadership of 14 men who attained one of the most powerful and influential leadership positions in the world, Dan will bring to life the leadership strengths that helped them get there. Nonpartisan, positive, and relevant, **this presentation will inspire and equip you to apply proven strengths, improve your leadership, and achieve greater success.**

**2:00 p.m.      Welcome**

**Dan Nielsen**

**2:10 p.m.      Marlowe Senske Keynote**  
  
**Connecting the Dots In Healthcare  
Reform**

**Dr. Peggy Naas**  
Vice President Clinical  
Services  
VHA

**Aim:** During this presentation we will examine the impact on the healthcare supply chain as we discuss **comparative analysis, value based purchasing and ACOs and the challenges/issues of healthcare reform.**

**3:15 p.m.**

**Break**

**All**

**3:30 p.m.**

**Purchasing Coalitions**

**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.

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
- Your specific imperatives/goals for the next 2 years

**Geoffrey Brenner**  
CEO  
Texas Purchasing  
Coalition

**Bob Simpson**  
President/CEO  
Cooperative Services of  
Florida (LeeSar)

**Tim Bugg**  
Senior Vice President,  
Group Purchasing  
WNC Health Network

**Robin Lincoln**  
Vice President  
WNC Health Network

**5:00 p.m.**

**Adjourn**

6:00 p.m. –  
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 relationship will prove invaluable as you build a network of trusted individuals who will become valuable resources to you and your organization.

**October 30**

8:30 a.m.

**Networking Breakfast**

**All**

9:00 a.m.

**Look into Baylor Scott & White**

**John Burks**

Vice President Strategic  
Sourcing and Contracting  
Baylor Scott & White

**Aim:** During this presentation you will hear information related to the following:

- Mission, Vision and Values of Baylor Scott & White
- Baylor Scott & White's system make up
- Baylor Scott & White's supply chain operation and strategy on;
  - Contracting
  - Distribution
  - Regional aggregation
  - Self contracting
- Evolution of Baylor Scott & White's supply chain in an era of reform

10:00 p.m.

**Break**

**All**

10:15 a.m.

**New Model/Organization in Healthcare**

**Mark West**

President  
SharedClarity

**Aim:** During this presentation you will hear a new model and strategy developed by Shared Clarity. You will hear their overall strategy, and any results and lessons learned they are experiencing in the early

onset of their company.

**11:00 a.m.**

**Understanding Healthcare Transformation Group**

**Aim:** During this presentation you will hear information related to the mission, members and current initiatives and innovation of the Healthcare Transformation Group.

**Curtis Dudley**

Vice President Integrated Business Solutions  
Mercy

**12:00 p.m..**

**Networking Lunch**

We have allowed plenty of time during lunch to network with those you would like to meet and spend some additional time with. Please take this opportunity to meet some new people!

**All**

**1:00 p.m.**

**Distribution Models: Prime, Self or Hybrid?**

**Aim:** During this discussion three leading organizations will share their **strategies, results and lessons learned** related to self distribution, prime distribution or hybrid distribution models. We will hear all sides of the exploration.... Presentations/comments will focus on the following questions.

**Mike Switzer**

Vice President Supply Chain  
North Mississippi Health Services

**Cecile Hozouri**

Corporate Senior Director of SCM Logistics & Technology  
Scripps Health

- How did you decide to self-distribute or not to self distribute? What measurements do you follow to ensure you made the right decision?
- What challenges/opportunities does self distribution, prime distribution or hybrid distribution models present when dealing with suppliers?
- What are the challenges/opportunities for self distribution, prime distribution or

hybrid distribution models for the providers customers?

- If someone is considering self distribution or a hybrid distribution model, what are the specific strategic questions they should address/consider? If you have chosen not to self distribute what strategic questions did you address/consider prior to making that decision?
- How important is it to maintain a relationship with the distributor as well as the manufacturer regardless of your distribution model?

**2:15 p.m.**

**Break**

**All**

**2:30 p.m.**

**Aim:** During this panel discussion you will hear from three provider organizations as they share information related to the following:

- Mission, Vision and Values of their respective organization's
- Their system's make up
- An overview of their respective supply chain operation and strategy on:
  - Contracting
  - Distribution
  - Regional aggregation
  - Self Contracting
- What is the most effective way for suppliers to work with your organizations to ensure optimal outcome for both the supplier and provider.

**Jan Lee**

Vice President  
Methodist Health System

**Chris Baskel**

Director Supply Chain  
Management  
Spectrum Health

**John Gaida** (invited)

Texas Health Resources

**Tom Chickerella** (invited)

Purchasing  
Vanguard

**3:45 p.m.**

**Meeting Wrap Up and Adjourn**

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