



**September 29-30, 2015**  
**Philadelphia Airport Marriott**  
**One Arrivals Road, Terminal B**  
**Philadelphia, PA 19153**

**September 29**

**1:30 p.m.**  
**Salon A**

**Welcome**

**Tom Middleton**  
**Vice President**  
**MDSI**

**1:40 p.m.**  
**Salon A**

**The Complexity of Today's World in Healthcare**

**John Pritchard**  
Publisher, The Journal of  
Healthcare Contracting, ACO  
Insights, and the MAX  
MDSI, Inc.

**Aim:** During this keynote on the current turning point in Healthcare, John will discuss:

- A framework to improve understanding of the healthcare supply chain, its organizational members, and the trends that affect them
- Basics and practices to implement that make a difference, even in this time of change
- Case study insight from experts across the supply chain
- Updates on the latest trends in GPOs, Regional Purchasing Groups, IDNs, and Self-Distribution

**2:30 p.m.**  
**Salon A**

**A Look into Cleveland Clinic Supply Chain**

**Simrit Sandhu**  
Executive Director, Supply  
Chain  
Cleveland Clinic

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

- Their Mission, Vision and Values
- Their Health's system make up
- Their Health system's supply chain operation and strategy on:
  - Contracting
  - Distribution
  - Regional aggregation
  - Self-contracting

- Evolution of the health system in an era of reform
- What is the most effective way for suppliers to work with Cleveland Clinic to ensure optimal outcome for both the supplier and provider.

**3:30 p.m.  
Salon A**

**Break**

**All**

**3:45 p.m.  
Salon A**

**Deep Dive Look at Geisinger Health System**

**Kate Polczynski**  
Director, Procurement  
Services  
Geisinger Health System

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

- Their Mission, Vision and Values
- Their Health's system make up
- Their Health system's supply chain operation and strategy on:
  - Contracting
  - Distribution
  - Regional aggregation
  - Self-contracting
- Evolution of the health system in an era of reform
- What is the most effective way for suppliers to work with your Geisinger Health System to ensure optimal outcome for both the supplier and provider.

**4:45 p.m.**

**Adjourn**

**5:00 p.m. – 6:15 p.m.  
Salon D&E**

**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.

**September 30**

**8:00 a.m.  
Salon A**

**Networking Breakfast**

**All**

**9:00 a.m.  
Salon A**

**Washington Update**

**John J. Colleran**  
Associate Director Healthcare  
Navigant

**Aim:** John Colleran, former White House staffer will share his healthcare policy expertise focusing on the current landscape in Washington; what is going on with healthcare

policy and the impact on healthcare that will affect all stakeholders.

**10:00 a.m.**

**Break**

**All**

**10:15 a.m.  
Salon A**

**How Partners Healthcare System  
Approaches Supply Chain Management**

**Mark Faulkner**

Director, strategic supply chain  
management and sourcing  
Partners Healthcare System

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

- Their Mission, Vision and Values
- Their Health's system make up
- Their Health system's supply chain operation and strategy on:
  - Contracting
  - Distribution
  - Regional aggregation
  - Self-contracting
- Evolution of the health system in an era of reform
- What is the most effective way for suppliers to work with Partners Health System to ensure optimal outcome for both the supplier and provider.

**11:30 a.m.  
Salon A**

**Networking Lunch**

**All**

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!

**12:30 p.m.  
Salon A**

**Understanding IDNs**

**Stephen Tambolas**

Vice President Supply Chain  
PinnacleHealth System

**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.

**Keith Dabbs**

Sr. Manager for Procurement  
& Sourcing  
Riverside Health System

**Ray Seigfried**

SVP Administration, Clinical  
and Material Operations  
Christiana Care Health System

**2:00 p.m.**

**Meeting Wrap Up and Adjourn**

**All**

## **Special Bonus Session 1**

### **Effective Tools to Positively Impact Your Sales Team Efforts**

**2:15– 3:30 p.m.**  
**Salon A**

**Tools to Aid in Segmenting, Researching and  
Understanding Your Customer**

**Stephen Aubertin**  
**Director Business**  
**Development**  
**MDSI**

**Aim:** In this session, we will explore how to use MDSI tools to better understand and target your customers.

## **Thank you to our Sponsors!**

