



**Repertoire's Manufacturer Rep Summit
December 2-3, 2015
Orlando, FL
Agenda**

December 2

2:00 PM	Welcome	Scott Adams Publisher <i>Repertoire Magazine</i> MDSI
2:15-3:15 PM	The Complexity of Today's World in Healthcare Aim: During this opening Scott will give an overview of distribution today. He will discuss how the last 3 years of reform have effected distribution and what the future looks like.	Scott Adams Publisher <i>Repertoire Magazine</i> MDSI
3:15-3:30 PM	Break	All
3:30-5:00 PM	Understanding IDNs and Alternate Care Sites Aim: During this panel discussion you will hear from local IDNs and Alternate Care sites as they share information related to the following: <ul style="list-style-type: none">• Overview of their organization's make up• Overview of their alternate site strategies• How do they choose suppliers/supplies?• The most effective way to work with organizations via supply chain contracting and distribution.	Tasawna King Manager, Healthcare Purchasing Alliance Tom Beall Director of Supply/Purchase Services Cost Management Halifax Health
5:00 PM	Adjourn	

6:00- 7:30 PM Networking Reception All

December 3

8:00-9:00 AM Breakfast All

9:00-9:15 AM Welcome **Scott Adams
Publisher *Repertoire Magazine*
MDSI**

9:15 -10:00 AM Distribution Management **Chris Pacheco
Regional Manager
Henry Schein**

Aim: The goal during this session is to hear from frontline distribution managers.

- What has changed for them in today's environment?
- What has changed for their teams?
- What are today's best practices in working with a distribution sales manager and his or her team?

10:00-10:15 AM Break All

10:15-11:00 AM Distribution Management **Jeff Piscadlo
Sales Manager
McKesson**

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- What has changed for them in today's environment?
- What has changed for their teams?
- What are today's best practices in working with a distribution sales manager and his or her team?

11:00 -11:15 AM Break

11:15 -12:00 PM Strategic Account Managers **Heather Rehg
Strategic Account
Manager Southeast
Henry Schein, Inc**

Aim: Heather will share her experience and perspective on what today's distribution SAM is responsible for.

- What are they working on?
- How do they target accounts?

- What can you do to work more closely with them?

12:00-1:00 PM	Networking Lunch	All
1:00-1:45 PM	<p>Strategic Account Managers</p> <p>Aim: Carlos will share his experience and perspective on what today's distribution SAM is responsible for.</p> <ul style="list-style-type: none"> • What are they working on? • How do they target accounts? • What can you do to work more closely with them? 	<p>Carlos Xiques, MBA Director Corporate Accounts McKesson</p>
1:45-2:00 PM	Break	All
2:00-4:00 PM	<p>Know Your Customers Better Than They Know Themselves</p> <p>Aim: By this point in the program you will have heard from three different types of customers. Jim will be tying all of this together and going through the importance of understanding today's customer better than they know themselves.</p>	<p>Jim Niekamp Managing Partner 95% Share Marketing</p>
4:00 PM	Meeting Wrap Up and Adjourn	Scott Adams