



Agenda
Purchasing Coalition Forum
December 9, 2015
Renaissance Blackstone Hotel

December 8

5:30 p.m. – 6:30 p.m. Networking Reception All

December 9

8:00 a.m. Networking Breakfast All

9:00 a.m. Welcome **John Pritchard
 Publisher
 The Journal of Healthcare
 Contracting**

**9:10 a.m. **The Evolution of Purchasing
 Aggregation... what's coming next** **Frank Searl**
 Director Performance
 Groups
 Premier, Inc.**

Frank and Wes will set the stage for today's discussion on purchasing coalitions. They will share their perspective on the evolution of purchasing aggregation with a focus on where they believe purchasing coalitions are headed in the future and how that will change how organizations will most effectively work together.

Wes Scruggs
 Directors Performance
 Groups
 Premier, Inc.

10:10 a.m. Networking Break All

10:25 a.m. **A Close Up Look at Yankee Alliance **Jim Oliver**
 CEO
 Yankee Alliance**

Aim: During this presentation Jim Oliver will share an in depth look at Yankee Alliance, including his perspective on today's contracting world and best practices for suppliers' success with purchasing coalitions. **Specific areas of focus include:**

- An overview of Yankee Alliance
- The compelling value that their regional purchasing coalition and/or model brings to their hospitals/members
- Their unique DNA and why their model is successful

- What role their GPO plays in their regional purchasing coalition/model?
- How does the regional purchasing coalition/model most effectively work with the suppliers?
- New regional purchasing coalitions trends forming in today's environment

12:00 p.m.

Networking Lunch

All

1:00 a.m.

A Close Up Look at Coastal Carolinas Health Alliance

Derrick Billups
 Director Operations &
 Corporate Contracts
 Coastal Carolinas Health Alliance

Aim: During this presentation Derrick Billups will share an in depth look at Coastal Carolinas Health Alliance, including his perspective on today's contracting world and best practices for suppliers' success with purchasing coalitions. **Specific areas of focus include:**

- An overview of Coastal Carolinas Health Alliance
- The compelling value that their regional purchasing coalition and/or model brings to their hospitals/members
- Their unique DNA and why their model is successful
- What role their GPO plays in their regional purchasing coalition/model?
- How does the regional purchasing coalition/model most effectively work with the suppliers?
- New regional purchasing coalitions trends forming in today's environment

2:00 p.m.

Understanding Purchasing Coalitions

Doug Farley (invited)
 Vice President Supply Chain
 Sentara Healthcare
 ((MNS Supply Chain Network)

During this panel discussion, each panelist will share:

- The compelling value that their regional purchasing coalition and/or model brings to their hospitals/members
- Their unique DNA and why their model is successful
- What role their GPO plays in their regional purchasing coalition/model?
- How does the regional purchasing coalition/model most effectively work with the suppliers?

Derrick Billups

- New regional purchasing coalitions trends forming in today's environment

3:30 p.m.

Adjourn

Thank You to Our Sponsors!

