



Agenda
Purchasing Coalition Forum
January 14-15, 2015
Atlanta Airport Marriott Gateway

January 14th

1:00 p.m.
Salon E

Welcome

John Pritchard
President/CEO
MDSI

1:10 p.m.
Salon E

The Evolution of Purchasing Aggregation

John Strong
Principal
John Strong LLC

John Strong will set the stage for today's discussion on purchasing coalitions. As the former President of Consorta and with years of healthcare experience, John will share his perspective on the evolution of purchasing aggregation and how we got to where we are today with regional aggregation.

2:10 p.m.

Networking Break

All

2:25 p.m.
Salon E

Strategic Priorities for Purchasing Coalitions

Teresa Dail
Chief Supply Chain
Officer
Vanderbilt University
Medical Center

Aim: This panel of diverse purchasing coalition/provider executives will discuss challenges and issues they experience in today's environment and how suppliers can effectively work together with each of their unique models. The will also cover their top 2-3 strategic priorities with a focus on **strategies, results and lessons learned.**

Derrick Billups
Director Operations &
Corporate Contracts
Coastal Carolinas Health
Alliance

Bruce Mairose
Vice Chair of Supply
Chain Management,
Mayo Clinic
VHA Upper Midwest
Consolidated Service
Center

4:15:p.m.

Transition Break

All

4:20 p.m.
Salon E

A Close Up Look at TPC

Geoff Brenner
CEO
TPC

Aim: During this presentation Geoff Brenner will share an in depth look at TPC, including his perspective on today's contracting world and best practices for suppliers' success with purchasing coalitions.

5:20 p.m.
Adjourn

6:00 p.m. – 7:00 p.m.
Jetstream

Networking Reception

All

January 15th

7:45 a.m.
Salon D

Networking Breakfast

All

8:30 a.m.
Salon E

Continuing to Connect the Dots

During this presentation, Dr. Nass will examine the impact on the healthcare supply chain and will discuss comparative analysis, value based purchasing, ACOs, and the challenges/issues of healthcare reform.

Dr. Peggy Naas
Chief Medical Officer
Healthcare Performance
Improvement

9:30 a.m.
Break

9:45 a.m.
Salon E

Understanding Purchasing Coalitions

During this panel discussion, each panelist will share:

Derrick Billups
Director of Operations
and Corporate Contracts
from 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

Robin Lincoln
Vice President
Capstone Health Alliance

Trent Gee
Senior Sourcing
Manager
Intermountain Healthcare

11:30 a.m.	Break	All
11:45 a.m. Salon E	<p data-bbox="513 134 992 176">Contracting for Supply Categories</p> <p data-bbox="513 205 1024 277">Therese Grossi will share her expertise and perspective regarding:</p> <ul data-bbox="561 306 1024 575" style="list-style-type: none"> <li data-bbox="561 306 1024 474">• Why contracting with national and regional distributors is best handled through Regional Purchasing Coalitions, GPOs or directly by IDNs. <li data-bbox="561 478 1024 575">• The advantages and/or disadvantages of contracting at each level 	<p data-bbox="1146 134 1360 176">Therese Grossi</p> <p data-bbox="1146 180 1360 277">SVP Enterprise Contracting Cardinal Health</p>
12:15 p.m. Salon E	<p data-bbox="513 611 943 653">Distribution in a Shifting World</p> <p data-bbox="513 682 1000 816">Aim: This presentation will focus on how Henry Schein is approaching the medical practice needs in a more holistic way including:</p> <ul data-bbox="561 821 740 989" style="list-style-type: none"> <li data-bbox="561 821 740 852">• Patients <li data-bbox="561 856 740 888">• Profits <li data-bbox="561 892 740 924">• People <li data-bbox="561 928 740 959">• Process <li data-bbox="561 963 740 995">• Penalties <p data-bbox="513 999 1000 1157">Andy will discuss how through this approach, they develop partnerships with suppliers and practices with the shared goal of improving overall patient care.</p>	<p data-bbox="1146 611 1292 653">Andy Rice</p> <p data-bbox="1146 657 1409 745">US Medical Training Manager Henry Schein</p>
12:45 p.m. Salon D	Networking Lunch	All
1:45 p.m. Salon E	<p data-bbox="513 1291 951 1396">How Purchasing Coalitions and GPOs Collaborate for Contract Success</p> <p data-bbox="513 1425 1000 1564">Aim: The GPOs and Provider on this panel will share how they are effectively collaborating together to achieve strong contract success.</p>	<p data-bbox="1146 1291 1487 1459">Michael McCullough Vice President Coalitions and Customization of Contracts Amerinet</p> <p data-bbox="1146 1493 1487 1627">Trent Gee Senior Sourcing Manager Intermountain Healthcare</p> <p data-bbox="1146 1661 1487 1890">Bruce Mairose Vice Chair of Supply Chain Management, Mayo Clinic VHA Upper Midwest Consolidated Service Center</p>

3:00 p.m.	Networking Break	All
3:15p.m. Salon E	A Look Into Mercy Health and CCG Aim: This presentation will provide an overview of Mercy Health and Catholic Contracting Group and some of the challenges, issues, and trends that they are experiencing in today's environment. It will also cover information about their model(s) and how suppliers can most effectively work with their group.	Kara Fennigan Corporate Director for CHP Purchasing Affiliate Operations Mercy Health
4:15 p.m.	Meeting Wrap Up and Adjourn	John Pritchard President/CEO MDSI

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