

Market Insights

SUPPLY CHAIN FORUM

October 6-7, 2014
Charlotte, North Carolina

October 6

1:00 p.m. Welcome

1:10 p.m. Keynote

TBD

2:10 p.m. The World of Value Analysis

Aim: To explain the key functions suppliers need to understand in obtaining clinical buy in from leading IDNs. Presentations/comments will focus on:

- Brief overview of panelist organization
- Understanding of the value analysis process and who is part of the VA team
- How each VA teams effectively works with their GPO to ensure products are vetted without redundancy
- Examples of how organizations have effectively worked with suppliers... showing best characteristics of suppliers working with and through the value analysis process

Jim DeFazio (invited)
Director, Clinical Value
Analysis & Pharmacy
Services
Bon Secours Health System

**Another Healthcare
Provider**

3:30 p.m. Break

All

3:45 p.m. How Healthcare Reform is Affecting Hospital and Health System Finances

The Advisory Board

Aim:

5:00 p.m. Adjourn

**5:30 p.m. –
6:30 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 7

8:00 a.m.	Networking Breakfast	All
9:00 a.m.	A Look into Avera Health Aim: During this presentation you will hear information related to the following: <ul style="list-style-type: none">• Mission, Vision and Values of Avera Health• Avera Health's system make up• Avera Health's supply chain operation and strategy on:<ul style="list-style-type: none">○ Contracting○ Distribution○ Regional aggregation○ Self contracting• Evolution of the Avera Health supply chain in an era of reform• What is the most effective way for suppliers to work with your organizations to ensure optimal outcome for both the supplier and provider.	Steve Huckabaa Vice President Supply Chain Avera Health
10:00 p.m.	Break	All
10:15 a.m.	The State of Healthcare... and the impact on Premier	Susan DeVore (working) Chief Executive Officer Premier, Inc.
11:30 a.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
12:30 p.m.	Understanding IDNs Aim: During this panel discussion you will hear from three provider organizations as they share information related to the following: <ul style="list-style-type: none">▪ Mission, Vision and Values of their respective organization's▪ Their system's make up	Amy Newman Vice President Supply Chain Huntsville Hospital & Health System Teresa Dial Vice President Supply Chain Vanderbilt Health System

- 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.

Ed Bonetti
 Vice President Supply Chain
 Lifespan Health System

2:00 p.m. Meeting Wrap Up and Adjourn All

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

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October 8

7:30 a.m. Networking Breakfast

8:15 a.m. Welcome

8:20 a.m. Our Purchased Service Journey... The Novant Health Story **Tony Johnson** (invited)
 Chief Operating Officer
 Shared Services
 Novant Health

Aim: During this presentation Tony Johnson will share information related to the purchased service at Novant Health. Tony will focus on where they've been, where they are going and how they are getting there.

9:20 a.m. The Voice of the GPO on Purchased Services Premier

9:35 a.m. Break

9:50 a.m.	IDN Panel: How do you categorize Purchased Services?	Kerry Tucker (moderator) – (invited) Executive Vice President Purchased Services Broadjump LLC.
	<p>Aim: During this session you will hear a high level overview from two different leading IDNs. Each will discuss their organization and their vision and strategy on</p> <ul style="list-style-type: none"> • categorizing purchased services • staffing • How they measure success with their purchased service contracts • where they will focus next within purchased services 	<p>Carolina’s Healthcare - invited</p> <p>Duke University Health System - invited</p> <p>Greenville Hospital System - invited</p>
10:50 a.m.	The Voice of the GPO on Purchased Services	MedAssets
11:05 a.m.	Break	All
11:05 a.m.	Purchased Services: Lessons Learned	Carillion Health System (invited)
	<p>Aim: During this session we will hear the purchased services journey for three organizations. Their comments will focus on:</p> <ul style="list-style-type: none"> • An overview of their organization’s • Their purchased service strategy (focusing on results and lessons learned) • Where they will focus next within purchased services 	Ascension Health (invited)
12:15 p.m.	Adjourn	All