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March 24-25, 2015
Dallas Fort Worth Airport Marriott
Dallas, TX

March 24

1:00 p.m.

Welcome

John Pritchard

Publisher
The Journal of Healthcare
Contracting
MDSI

1:10 p.m.

Marlowe Senske Keynote

Aim: Mike's presentation will focus on implications and challenges of healthcare reform and the impact on the overall healthcare industry. This is an opportunity for participants to hear from a healthcare leader about how to prepare for the changes that are here and that are coming as a result of healthcare reform.

Mike Williams

CEO
Community Hospital
Corporation

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

Sandy Wise

Director Contracting and
Resource Utilization
CHRISTUS Health

Tony Ybarra

Senior Vice President
Community Hospital
Corporation

Jim DeFazio

Director, Clinical Value
Analysis & Pharmacy
Services
Bon Secours Health System

| | | |
|------------------------|---|--|
| 3:30 p.m. | <p>Break</p> | All |
| 3:45 p.m. | <p>Purchased Services Strategies and Lessons Learned</p> <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 | <p>Chris Heckler (moderator) President/CEO Valify</p> <p>David Shamlin Director Contracting and Resource Utilization CHRISTUS Health</p> <p>Brent Petty Healthcare Supply Chain Executive</p> <p>Sam Patel Environmental Services and Communications St. Joseph Health (St. Mary’s Apple Valley)</p> |
| 5:00 p.m. | <p>Adjourn</p> | |
| 5:15 p.m. – 6:15 p.m. | <p>Networking Reception</p> <p>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.</p> | All |
| <u>March 25</u> | | |
| 8:00 a.m. | <p>Networking Breakfast</p> | All |
| 9:00 a.m. | <p>A Look into Baylor Scott& White’s Supply Chain</p> <p>Aim: During this presentation you will hear information related to the following:</p> <ul style="list-style-type: none"> • Their Mission, Vision and Values • Their Health’s system make up | <p>Pam Bryant Senior Vice President, Supply Chain Baylor Scott&White Health</p> |

- 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 organizations to ensure optimal outcome for both the supplier and provider.

10:00 a.m.

Break

All

10:15 a.m.

Washington Update: A View from the Trenches

Curtis Rooney
 President
 Healthcare Supply Chain
 Association

Aim: The health care debate in Washington has fallen into a predictable pattern in the last few years. Learn whether the U.S. Supreme Court’s highly anticipated review of the Affordable Care Act’s health care insurance premium subsidies is likely to shake up the conversation and what, if anything, this may mean to the rapid changes occurring in the health care supply chain.

11:30 a.m.

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.

Understanding IDNs

Phil Mears
 Senior Vice President,
 Supply Chain
 Mount Sinai Health 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

Jim Van Drasek
 System Director Supply
 Chain
 HealthEast Care System

- 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.

2:00 p.m.

Meeting Wrap Up and Adjourn

All

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