

# National Accounts Summit

November 14-15, 2019  
Atlanta, GA

## November 14

1:00 p.m.	<b>Welcome and Opening Comments</b>	<b>John Pritchard</b> CEO Share Moving Media Publisher <i>Journal of Healthcare Contracting</i>
1:05 p.m.	<b>GPO of the Future</b>  <b>Know what GPOs will want from you, the supplier in the future</b>	<b>Chaun Powell</b> Group Vice President, Strategic Supplier Engagement Surgical, CV, MedSurg Distribution, Nursing, Disaster Response Premier, Inc.
2:05 p.m.	<b>Transition Break</b>	<b>All</b>
2:15 p.m.	<b>5 Best Practices every supplier needs to know when selling on Amazon</b>	<b>John Ghorso</b> CEO Orca Pacific
3:15 p.m.	<b>Networking Break</b>	<b>All</b>
3:45 p.m.	<b>Interactive Roundtable Focusing on Questions Important to Suppliers</b>  <b>Aim:</b> This is an opportunity for all participants to be involved in discussing, providing input and developing an action plan related to the following highly relevant questions:  <ol style="list-style-type: none"><li>1. What do you do to get the most out of your GPO fees?</li><li>2. What are ways you communicate the value of national contracting to your C Suite?</li></ol>	<b>John Pritchard</b> (facilitator)  <b>All Participants</b>

3. What are ways you get the power of your whole organization behind a contracting initiative when those people don't report to you?

**5:00 p.m.**

**Adjourn**

**5:30 p.m.**

**Networking Reception**

**All**

**Lifetime Achievement Award Presentation**

**November 15**

**7:30 a.m.**

**Networking Breakfast**

**8:15 a.m.**

**The Expanding Roles Payors are Playing in Healthcare Today**

**Jaymie Reynoso**

CEO

Memorial Hermann Health

Plan

**Aim:** During this presentation Jaymie Reynoso will share from a payor's perspective:

- How the roles payors are playing are impacting healthcare.
- Why IDNs are partnering with, buying or starting their own health plans
- Where payors and suppliers can collaborate.

Janice has years of experience with United Health before moving to Memorial Hermann Health System 4 years ago to lead their health plan.

**9:15 a.m.**

**Networking Break**

**All**

**9:45 a.m.**

**Supply Chain Trends in Provider Organization's Today**

**Carl Meyer** (moderator)

Executive Vice President

The Wetrich Group

This interactive, high impact panel discussion will highlight these highly relevant topics and more:

- An overview of their respective supply chain operations and strategies on:
  - Contracting
  - Regional Aggregation
  - Distribution

**Chris Torres**

System Vice President

Supply Chain

Maine Line Health

**Karen Kresnik**

Director of Supply Chain

Nebraska Methodist

- Successful supply chain initiatives
- New trends they are experiencing in supply chain
- How suppliers can most effectively work with their organizations to ensure optimal outcomes for both the provider and supplier
- Purchased Services spend
- How suppliers get on provider GPO contracts

**Ed Hisscock**  
 Vice President Strategic Sourcing & Transformation Officer, Non-Labor Spend

**10:45 a.m.**

**Networking Break**

**All**

**11:00 a.m.**

**Deep Dive Look into Geisinger Health System Supply Chain**

**Jun Amora**  
 Vice President Enterprise Supply Chain Services  
 Geisinger Health System

**Aim:** This presentation is an in-depth look at one IDN's supply chain operation, including:

- Their supply chain operation and strategy on contracting, distribution and regional aggregation.
- How their healthcare system has evolved in today's environment.
- Their top strategic priority for 2020.
- Effective ways for suppliers to work with their health system.

**Noon**

**Adjourn**

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