

National Accounts Summit

November 14-15, 2019
Atlanta, GA

November 14

1:00 p.m.	Welcome and Opening Comments	John Pritchard CEO Share Moving Media Publisher <i>Journal of Healthcare Contracting</i>
1:05 p.m.	GPO of the Future Know what GPOs will want from you, the supplier of the future.	Chaun Powell Group Vice President, Strategic Supplier Engagement Surgical, CV, MedSurg Distribution, Nursing, Disaster Response Premier, Inc.
2:05 p.m.	Transition Break	All
2:15 p.m.	5 Best Practices Every Supplier Needs to Know When Selling on Amazon	John Ghiorso CEO Orca Pacific
3:15 p.m.	Networking Break	All
3:45 p.m.	Interactive Roundtable Focusing on Questions Important to Suppliers Aim: 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">1. What do you do to get the most out of your GPO fees?2. What are ways you communicate the value of national contracting to your C Suite?	John Pritchard (facilitator) All Participants

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

November 15

7:30 a.m.

Networking Breakfast

8:15 a.m.

Value Analysis is the New Customer

The Value Analysis process has long been a difficult journey for suppliers. This presentation will help suppliers understand how to make the process not just bearable but a competitive advantage. Dee will detail the various levels of maturity of Value Analysis teams and highlight best practices for success when dealing with the Value Analysis process.

Dee Donatelli

Supply Chain & Value
Analysis Expert

Randy Lester

Director of Value Analysis,
Grady Health System

9:15 a.m.

Networking Break

All

**Lifetime Achievement Award
Presentation to Les Friend of KARL
STORZ Endoscopy – America, Inc.**

9:45 a.m.

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

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
- Successful supply chain initiatives
- New trends they are experiencing in supply chain

Carl Meyer (moderator)
Executive Vice President
The Wetrich Group

Chris Torres

System Vice President
Supply Chain
Maine Line Health

Karen Kresnik

Director of Supply Chain
Nebraska Methodist

Ed Hisscock

SVP, Supply Chain
Management
Trinity Health

- 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

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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