IDN Insights:
Showcasing Level IV Healthcare Systems

December 9-10, 2020
Philadelphia, PA

December 9

1:00 p.m.	**Welcome**	**John Pritchard** CEO and Publisher of *The Journal of Healthcare Contracting*
1:10 p.m.	**Keynote** **5 things every supplier needs to know about selling to investor owned systems**	**Jay Kirkpatrick** Vice President, Supply Chain Operations LifePoint Health
2:10 p.m.	**Transition and Networking Break**	**All**
2:30 p.m.	**Washington Update**	**Shoshana Krilow** Vice President, Public Policy & Government Relations Vizient, Inc.
3:30 p.m.	**Transition Networking Break**	**All**
4:00 p.m.	**Value Analysis Panel**	**Barbara Strain (Moderator)** Principal Consultant Barbara Strain Consulting LLC **Robin Lane** Senior Manager, Value Analysis UPMC **Susan Toomey** Sr. Value Analysis Coordinator Lehigh Valley Health Network

		Chris Hannon, MBA, MHA Manager, Value Analysis Program Hackensack Meridian Health **Susan Miller** Senior Director, Enterprise Value Analysis Thomas Jefferson University
5:00 p.m.	**Adjourn**	
5:30 p.m. – 6:30 p.m.	**Networking Reception** During this reception you will have the opportunity to network with supply chain executives from both the provider and supplier communities.	**All**

December 10

7:30 a.m.	**Networking Breakfast**	**All**
8:15 a.m.	**Keynote: TPC: Managing cost & quality locally (where the patient is).** This keynote presentation will detail TPCs unique evolution into a member driven organization where the ability to maintain independent over the cost & quality decisions impacting patients remains their North Star! Mr. Nolan will review with the audience the subtle but important distinctions between regional aggregation and performance improvement. He will also share how suppliers can effectively cultivate a value-based relationship with the many performance and regional aggregation groups IDNs are using to complement their national GPO relationships. Attendees will leave with a clearer understanding of the nuanced stakeholders permeating the industry today.	**Roger Nolan** President & CEO TPC
9:15 a.m.	**Transition Break**	**All**

9:30 a.m.	**Coaching Suppliers on How to Put Together a Value Proposition that will Help IDNs Drive a Clinically Integrated Supply Chain** **Destination Clinically Integrated Supply Chain- come learn from top IDNs on how suppliers can contribute to their success** **Aim:** This panel of knowledgeable supply chain leaders will discuss how best in class suppliers formulate their product, services and information to win market share that will help supply chain achieve a clinically integrated supply chain.	**Tim Nedley** VP, Materials Management UPMC **Kreg Koford** SVP, Supply Chain and Sustaining Care Services Memorial Sloan Kettering Cancer Center **Raymond Davis** Vice President Supply Chain UHS
10:45 a.m.	**Transition Break**	**All**
11:00 a.m.	**2020 State of the Industry Update**	**Manasi Kapoor** Senior Director Optum/Advisory Board Research
12:00 p.m.	**Adjourn**	

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