

# National Accounts Summit

December 1-2, 2021  
Dallas/Fort Worth Airport Marriott

**Wednesday**  
**December 1**

1:00 p.m.	Welcome and Opening Comments	<b>John Pritchard</b> CEO Share Moving Media Publisher <i>The Journal of Healthcare Contracting</i>
1:05 p.m.	5 things every supplier should not do when partnering with an IDN	<b>Todd DeRoo</b> Industry Consultant *Prior Associate VP Supply Chain for CHRISTUS Trinity Mother Frances Health System Moderator  <b>Amy Fultz</b> Director, Supply Chain Midland Health  <b>Brandon Beshear</b> Director of Supply Chain Administrator of Wichita Falls Endoscopy Center United Regional Health Care System
2:05 p.m.	Transition Break	<b>All</b>
2:15 p.m.	<b>Deep dive into CHC</b>  <b>Aim:</b> During this presentation you will hear the best practices for suppliers working with CHC, what has changed at this health system during COVID-19 and how to best partner with Pruitt and his strategic sourcing team.	<b>Jon Pruitt, MHA, CMRP</b> SVP, CHC Supply Trust Community Hospital Corporation

3:15 p.m.	Networking Break	All
3:30 p.m.	Lifetime Achievement Award Presentation to Ken Murawski at Healthcare Links	All
3:45 p.m.	<p><b>Interactive Roundtable Focusing on Questions Important to Suppliers</b></p> <p><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:</p> <ol style="list-style-type: none"> <li>1. What are the biggest challenges today effecting GPO/IDN contract success?</li> <li>2. What skills are needed for National Accounts Executives for success in the next 3-5 years?</li> <li>3. How are the skills and expectations of Supply Chain Leaders evolving?</li> <li>4. What are 2-3 issues C-suites of Supplier organizations struggle with around the U.S. Healthcare Contracting arena.</li> </ol>	<p><b>John Pritchard</b> (facilitator) CEO Share Moving Media Publisher <i>The Journal of Healthcare Contracting</i></p> <p><b>All Participants</b></p>
5:00 p.m.	Adjourn	
5:30 p.m.	Networking Reception	All
<b><u>Thursday December 2</u></b>		
7:30 a.m.	Networking Breakfast	All

**8:15 a.m.**

**5 Tactics Every Supplier Needs to Know to Navigate Through Value Analysis**

**Aim:** During this presentation and interactive discussion you will hear from individuals deeply engrained in the entire process of value analysis and have vast years of experience in this area. They will share from years of experience and expertise the things most helpful to suppliers as they navigate through the value analysis process within healthcare organizations.

**Dee Donatelli**

Vice President, symplr  
Industry Expert in Value Analysis

**Sandy Wise**

Region Director Clinical Services  
Premier Inc.

**Erin Arnold, MSN, RN, CNOR**

Clinical Consultant  
AHVAP Committee Chair

**9:30 a.m.**

**Networking Break**

**All**

**9:45 a.m.**

**TBA**

**10:45 a.m.**

**Networking Break**

**All**

**11:00 a.m.**

**Stakeholder Panel Including a GPO and IDN**

**Aim:** During this panel discussion you will hear some of the challenges and issues facing the various stakeholders in today's marketplace. This is your opportunity to ask questions and engage in active dialogue with those with whom you work.

**Maria Hames**

Partner  
Healthcare Links

**Jeff Little**

VP Strategic Supplier Engagement  
Facilities, Construction and Capital Services  
Premier, Inc.

**Shaun Clinton**

Senior VP Supply Chain Management  
Texas Health Resources

**Noon**

**Adjourn**

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