



November 16-17, 2022
Amazon Business
2121 7th Avenue Seattle, WA 98121

November 16

Amazon
Business
Headquarters

1:00 p.m.

Welcome

John Pritchard
CEO
Share Moving Media
Publisher
The Journal of Healthcare Contracting

1:05 p.m.

Panel Discussion

Aim: This panel will discuss:

- Commonalities of best-in-class Suppliers
- Commonalities of best-in-class Representatives of Suppliers
- Biggest mistakes Suppliers make that drive you crazy
- What does the IDN Supply Chain Leader of the future look like?
- If you can tell the CEO of every Supplier 2 things, what you say?

John Pritchard (moderator)
Publisher
The Journal of Healthcare Contracting

Erik Walerius
Chief Supply Chain Officer
UW Medicine

Matthew Palcich
System Director, Supply Chain Analytics and Process Improvement
MultiCare Health System

Sara Henderson (invited)
Vice President Supply Chain
Avera Health

Drew Bailey (invited)
Director Strategic Sourcing
Banner Health

2:05 p.m.

Networking Break

All

2:25 p.m.	<p>How to avoid the 5 most common mistakes suppliers make when dealing with large IDNs</p> <p>Aim: You will hear from Mayo Clinic as Bruce shares some of the mistakes and challenges suppliers make when dealing with the large IDN's and the lessons learned for both suppliers and provider.</p>	<p>Bruce Gilmore Director, Enterprise Laboratory and Southwest Region Supply Chain Operations Mayo Clinic</p>
3:25 p.m.	<p>Transition Break</p>	<p>All</p>
3:40 p.m.	<p>The Amazon Business Story</p>	<p>Bill Kopitke GM and Head of Healthcare Amazon Business</p>
4:40 p.m.	<p>Adjourn</p>	
5:30 p.m. – 6:30 p.m.	<p>Networking Reception</p> <p>During the networking reception, you will enjoy the opportunity to network with supply chain executives from both the provider and supplier communities.</p>	<p>All</p>
<p>November 17 Amazon Business Headquarters</p>		
7:30 a.m.	<p>Networking Breakfast</p>	<p>All</p>
8:45 a.m.	<p>Understanding the large IDN buyer of tomorrow that's here today</p> <p>Aim: During this presentation you will hear from Adventist Health as they share about how their supply chain is changing including lasting effects from the pandemic and what suppliers need to understand about these changes.</p>	<p>Justin Freed Vice President Adventist Health</p>
9:45 a.m.	<p>Transition Break</p>	
10:00 a.m.	<p>Supply Disruption Following Covid and Beyond</p>	<p>Brent Petty (moderator) Industry Consultant</p> <p>Cecile Hozouri Chief Supply Chain Officer Scripps Health</p>

Amanda Chawla
Chief Supply Chain Officer
Stanford Medicine

Cairo Wasfy
Chief Resource Officer
Arden Health Services

11:00 a.m. Lessons Learned from the Pandemic for America and for healthcare

Aim: During this presentation we will hear how we cannot just survive but thrive in the post pandemic era using data and artificial intelligence to anticipate and avoid supply shortages.

Dave Edwards
National Vice President
Business Development
Premier, Inc.

12:00 p.m. Adjourn

The Journal of
Healthcare
C O N T R A C T I N G

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National Account Executives