



**September 14-15, 2022**  
**Philadelphia Airport Marriott**  
**Philadelphia, PA**

**Wednesday**  
**September 14**

**1:00 PM**            **Welcome**

**John Pritchard**  
CEO and Publisher of  
*The Journal of Healthcare Contracting*

**1:10-2:10 PM**    **Deep Dive into Cleveland Clinic's Supply Chain**

**Stephen Downey**  
Chief Supply Chain & Patient Support Services Officer  
Cleveland Clinic

**Aim:** This presentation is an in-depth look at Cleveland Clinic supply chain operation, including:

- A brief description of their system's makeup
- Their supply chain operation and strategy on:
  - Contracting
  - Distribution
  - Regional aggregation
- How their healthcare system has evolved in today's environment
- Unintentional consequences as a result of COVID
- Effective ways for suppliers to work with their system

**2:10-2:25 PM**    **Transition and Networking Break**

**All**

**2:25-3:25 PM**    **5 ways to get the most out of your GPO Contracts**

**Aim:** During this presentation you will hear from the perspective of the GPO on what suppliers can do to get the most out of their GPO relationships.

**Pete Aftosmes**  
VP Strategic Supplier Engagement  
Premier, Inc.

**Pam Daigle**  
Group Vice President, Strategic Sourcing  
Premier, Inc.

<b>3:25-3:40 PM</b>	<b>Transition Networking Break</b>	<b>All</b>
<b>3:40-4:45 PM</b>	<p><b>Women Leaders in Healthcare</b></p> <p><b>Aim:</b> During this presentation you will hear from some of the most resilient, collaborative, and intentional women healthcare leaders throughout America. They will discuss:</p> <ul style="list-style-type: none"> <li>• The make-up of their supply chain department and if their employees are working in office or virtually.</li> <li>• The best way to communicate with the supply chain staff at their organization.</li> <li>• Any new strategies they have implemented due to COVID.</li> <li>• How suppliers can most effectively work with their organization for the best results for the suppliers, provider and patients.</li> </ul>	<p><b>Laura Kowalczyk</b> Vice President Supply Chain and Support Services UAB Medicine</p> <p><b>Dameka Miller</b> Vice President, Strategic Sourcing and Value Analysis Trinity Health</p>

**4:45 PM                    Adjournal**

<b>5:15-6:30 PM</b>	<b>Networking Reception</b>	<b>All</b>
	<p>During this reception you will have the opportunity to network with supply chain executives from both the provider and supplier communities.</p>	

**Thursday**  
**September 15**

<b>7:45-8:30 AM</b>	<b>Networking Breakfast</b>	<b>All</b>
<b>8:30-9:30 AM</b>	<p><b>The Journey at UPMC – modernization of their supply chain: automation, transformation, &amp; collaboration</b></p> <p><b>Aim:</b> During this presentation Meena Medler will share UPMC's journey to modernize their supply chain through automation, transformation &amp; collaboration including strategies, results and lessons learned.</p>	<p><b>Meena Medler</b> Vice President, Supply Chain Management UPMC</p>
<b>9:30-9:45 AM</b>	<b>Transition Break</b>	<b>All</b>

<b>9:45-10:45 AM</b>	<p><b>Coaching Suppliers on How to Put Together a Value Proposition that Will Help IDNs Drive a Clinically Integrated Supply Chain.</b></p> <p><b>Aim:</b> 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.</p>	<p><b>Brent Petty</b> Industry Consultant</p> <p><b>Raymond Davis</b> Vice President Supply Chain Universal Health Services</p> <p><b>Kreg Koford</b> SVP, Supply Chain and Sustaining Care Services at Memorial Sloan Kettering Cancer Center</p>
<b>10:45-11:00 AM</b>	<p><b>Transition Break</b></p>	<p><b>All</b></p>
<b>11:00 AM - 12:00 PM</b>	<p><b>5 Imperatives Suppliers Need to Know to Win Over Supertanker IDNs</b></p> <p><b>Aim:</b> In the ever-changing healthcare environment suppliers want and need to know and understand the perspective of the provider. During this session you will hear a supertanker provider who wants to effectively partner with healthcare suppliers to provide the best quality and care to their patients, sharing 5 things they believe to be of utmost importance.</p>	<p><b>Clinton Hazziez</b> VP Supply Chain and Strategic Sourcing Baylor Scott &amp; White Health</p>
<b>12:00 p.m.</b>	<p><b>Adjourn</b></p>	