



June 27-28, 2023
Philadelphia Airport Marriott
Philadelphia, PA

Tuesday
June 27, 2023

1:00 p.m.

Welcome

John Pritchard
CEO and Publisher of
The Journal of Healthcare Contracting

1:10 p.m.

**Deep Dive into Johns Hopkins
Centralized Supply Chain**

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

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

Allen Passerallo
Sr Director Sourcing/Value
Analysis Supply Chain
Management
Johns Hopkins Health System

2:10 p.m.

Transition and Networking Break

All

2:25 p.m.

**Addressing Provider Pain Points
Workshop for Contracting Success with
IDNs**

Aim: During this workshop, Chaun will take attendees through 5 pain points facing providers today. We will then engage in

Chaun Powell
Group Vice President- Growth
& Innovation
Premier Inc.

breakouts to explore solutions that address the needs of our nation's health systems.

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|------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 3:55 p.m. | Transition Networking Break | All |
| 4:15 p.m. | 5 imperatives suppliers need to know to win over supertanker IDNs

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 from 3 providers who want 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. | Moderator: John Strong
Co-Founder & Chief Consulting Officer
Access Strategy Partners Inc

Jacob J. Groenewold
Vice President/Chief Supply Chain Officer
Froedtert Heath

Ed Hisscock
SVP, Supply Chain
Trinity Health

Bruce Mairose
Division Chair Supply Chain Management- Sourcing and Networks
Mayo Clinic |
| 5:15 p.m. | Adjourn | |
| 5:45 p.m. – 6:45 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 |

Wednesday
June 28, 2023

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|------------------|------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| 7:30 a.m. | Networking Breakfast | All |
| 8:15 a.m. | The Journey at Bon Secours Mercy Health | Dan Hurry
President, Advantus Health Partners
Chief Supply Chain Officer, Bon Secours Mercy Health |

9:15 a.m.	Transition Break	All
9:30 a.m.	Fireside Chat: Value Analysis	<p data-bbox="1079 252 1492 388">Moderator: Dee Donatelli Senior Director Spend Management symplr</p> <p data-bbox="1079 420 1492 619">Gloria Graham DNP, RN, CVAHP Manager, Clinical Value Analysis Cincinnati Children’s Hospital Medical Center</p> <p data-bbox="1079 651 1492 756">Terri Nelson, RN MAHA, BSN Senior Director Value Analysis Mayo Clinic</p> <p data-bbox="1079 787 1492 955">Patricia Tyrrell RN, BSN, CNOR Assistant Director, Supply Chain, Value Analysis Universal Health Services, Inc.</p>
10:45 a.m.	Transition Break	All
10:50 a.m.	<p data-bbox="438 1087 941 1125">Supply Chain Leaders in Healthcare</p> <p data-bbox="438 1155 998 1291">Aim: During this presentation you will hear from some of the most resilient, and collaborative healthcare leaders. They will discuss:</p> <ul data-bbox="487 1323 998 1669" style="list-style-type: none"> • The make-up of their supply chain department and if their employees are working in office or virtually. • The best way to communicate with the supply chain staff at their organization. • How suppliers can most effectively work with their organization for the best results for the suppliers, providers, and patients. 	<p data-bbox="1079 1087 1492 1228">Moderator: Dennis Daar Managing Partner Medical Strategies International, LLC</p>
12:00 p.m.	Adjourn	

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