



November 8-9, 2023
Marina Del Rey, CA Marriott

Wednesday
November 8

1:00 PM

Welcome

John Pritchard

Publisher,
*The Journal of
Healthcare Contracting*

1:05-2:00 PM

A Look Into HealthTrust Performance Group

Ramy Hanna

Regional CEO
Continental Supply
Chain Services, HT
Optimization Team and
Mercy ROI
HealthTrust
Performance Group

Aim: This presentation is an in-depth look at HCA and HT members such as Mercy ROI's, Virtua Supply Chain including where they have been, where they are, where they are headed and how to work most effectively with their organization.

2:00-2:15 PM

Transition Break

All

2:15-3:30 PM

Positioning value across diverse healthcare customer needs

Igor Uman

Associate Principal, Sg2
Consulting
Vizient

In the US, there are 1.1K health systems, 6.1K hospitals, 8.5K ASCs, 15K SNFs, 123K physician groups and 1M physicians. You can't be everything to everyone, so how do you develop a winning model with your customers to drive speed to value?

Deborah Roy

Principal
Vizient

Let us guide you through a hands-on methodology for segmenting and prioritizing your distinct customer base and follow through with tailored approaches in delivering your value propositions and managing these strategic relationships.

During this workshop, you will:

- Understand how to execute a more effective and efficient go-to-market effort
- Identify customers where you have a higher likelihood of winning and establishing strategic relationships
- Hone your value proposition to unique customer segments

- Learn how your customers make clinical buying decisions
- Appreciate the value of involving and engaging physicians in the procurement process
- Discover how to incorporate data along with measurable key performance indicators

3:30-4:30 PM

Deep Dive into Kaiser Permanente

- Deep dive into an overview of Kaiser’s supply chain operations and strategies on:
 - Contracting
 - Regional Aggregation
 - Distribution
- Successful supply chain initiatives
- New trends they are experiencing in supply chain
- How suppliers can most effectively work with their organization to ensure optimal outcomes for both the provider and supplier
- What value proposition best resonate with Kaiser Permanente

Nestor Jarquin
Supply Chain Services
Strategic Sourcing
Manager Surgical
Kaiser Permanente

5:00-6:00 PM

Networking Reception

Come and network with supply chain executives from the speakers who have presented as well as other National Account Executives.

All

Thursday
November 9

7:00-8:00 AM

Networking Breakfast

All

8:00-8:10 AM

Welcome

John Pritchard
Publisher, *The Journal of Healthcare Contracting*

8:10-9:10 AM

Scripps Health Journey

Cecile will deep dive into the Scripps Health supply chain operations and the coordinated execution of operations of a \$1.3 billion spend in services and supplies.

Cecile Hozouri
Vice President Supply Chain
Scripps Health

9:10-9:20 AM Break

All

9:20-10:20 AM Creating value in our current healthcare system

During this interactive discussion you better understand the Value Analysis process to accomplish the “AIM” in today’s healthcare environment so you can better serve your customers when you are evaluated on the quality and costs of your products.

Moderator: Dee Donatelli
Value Analysis Expert

Dr Jimmy Chung, MD
Chief Medical Officer
Advantus Health
Partners

Cheryl Smith Anderson BSN, RN,
MBA, DNP
System Director, Value
Analysis
Steward Health Care

10:20-10:30 AM Break

All

10:30-11:30 AM Supply Chain Preparedness for the Long Game: Implications for Providers, Suppliers, GPOs and Distributors

Aim: This presentation is an in-depth look at Health Supply Chain Disruption, including:

- The Complex Eco-System of Providers
- The Little Understood Supply Chain
- Mitigation Strategies – In Place, In Progress, and Imagined

Moderator: John Bain
Director, Health
Systems- Strategic
Accounts
Umano Medical

Justin Freed
Vice President
Adventist Health

Shireen Ahmad
Interim Vice President
SSRM Strategy and
Finance
CommonSpirit Health

Brittany Schumacker
National Vice President,
Business Development
Premier Inc.

11:30 AM Adjourn

All

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