**Repertoire’s Market Insights Meeting**

 **(Healthcare Supplier/Provider Institute)**

**February 19-21, 2013 – The Ritz Carlton Downtown, Atlanta, GA**

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| **February 19** |  |  |  |
| **6:30 p.m. – 7:30 p.m.** | **Networking Reception** |  | **All** |
| **February 20** |  |  |  |
| **7:30 - 9:00 a.m.** | **Networking Breakfast** |  | **All** |
| **8:00 – 9:00 a.m.** | **Registration** |  | **All** |
| **9:00 a.m.** | **Welcome** |  | **Scott Adams**Vice PresidentMDSI |
| **9:05 a.m.** | **The Marlowe Senske Keynote: Integrated Delivery Networks and Hospital Trends and Strategies: a C-Suite Perspective****Aim:** During this presentation you will hear information related to major changes in healthcare reform and a focus on ACOs. IDNs will need to be more reliant on quality incentives and shared savings while creating value and serving more people. Mark will also share information related to implications for suppliers through these changes. |  | **Mark Dixon**PresidentThe Mark Dixon Group, LLC |
| **10:00 a.m.** | **Break** |  | All |
| **10:15 a.m.** | **Accountable Care Organizations****Aim:** During this discussion we will hear how 2 different organizations approach their own Accountable Care Organizations and the impacton manufacturers, distributors, suppliers, providers and patients. Following are some of the areas that will be addressed: * Overview of their ACO formation
* Measurement and mile marks of their progression
* Expectations of manufacturers, distributors and suppliers in the reform era
* Opportunities and Concerns
 |  | **Terri Thompson**Corporate Director ACOsPromedica Health System**Paige Younkin**Assistant Vice President,Clinical IntegrationAtlantiCare

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| **11:45 a.m.** | **Networking Lunch** |  | All |
| **1:00 p.m.** | **Understanding IDNs****Aim:** During this panel discussion you will hear from three provider organization as they share information related to the following:* Mission, Vision and Values of their organizations
* Their system’s make up
* An overview of their supply chain operation and strategy on;
	+ Contracting
	+ Distribution
	+ Regional aggregation
	+ Self contracting
 |  | **Kevin Goos** Corporate Director of Procurementand Strategic SourcingAvera Health**Phil Profeta**Vice President Supply Chain ServicesScott & White Healthcare**Joe Colonna**Vice PresidentSupply Chain ManagementPiedmont Medical Center |
| **2:30 p.m.** | **Break** |  | All |
| **2:45 p.m.** | **Distribution Models: Self Distribution, Prime Distribution or Hybrid Distribution Models** **Aim:** During this discussion threeleading organizations will share their **strategies, results and lessons learned** related to self distribution, prime distribution or hybrid distribution models. We will hear all sides of the exploration…. Presentations/comments will focus on the following questions.* How did you decide to self-distribute or not to self distribute? What measurements do you follow to ensure you made the right decision?
* What challenges/opportunities does self distribution, prime distribution or hybrid distribution models present when dealing with suppliers?
* What are the challenges/opportunities for self distribution, prime distribution or hybrid distribution models for the providers customers?
* If someone is considering self distribution or a hybrid distribution model, what are the specific strategic questions they should address/consider? If you have chosen not to self distribute what strategic questions did you address/consider prior to making that decision?
* How important is it to maintain a relationship with the distributor as well as the manufacturer regardless of your distribution model?
 |  | **Rosaline Parson**Chief Operating OfficerHealthcare Purchasing Alliance LLC Partnering withOrlando Health**Kevin Goos**Corporate Director of Procurementand Strategic SourcingAvera Health |
| **3:45 p.m.** | **Supplier Response to the Distribution Discussion with Open Discussion and Questions****Aim:** 3 supplier executives will respond to the information shared by the provider panelists; then we will open the floor for Q&A. |  | **Paul Farnin**Vice President, Distribution ServicesCardinal**E.V. Clarke**Vice President, Chief Marketing and Operations OfficerHenry Schein Medical**Brad Parsons**Owens & Minor |
| **4:45 p.m.** | **Adjourn** |  |  |
| **6:30 p.m.** | **Networking Reception**During the reception you will enjoy the opportunity to network with healthcare executive throughout the spectrum, building relationships which will prove invaluable as you build a network of trusted individuals who will become valuable resources to you and your organization. |  |  |
| **February 21** |  |  |  |
| **8:00 a.m.** | **The New Medical Device Tax****Aim:** To share important, highly relevant information related to the new medical device tax and the impact on suppliers, providers, payors and patients. |  | **Ori Epstein**Tax Manager Habif, Arogeti & Wynne, LLP |
| **9:00 a.m.** | **The Evolving US Healthcare Supply Chain; how supply chain leaders expectations are constantly changing in this era of reform.** |  | **Rand Ballard**Senior Executive Vice President, Chief Customer OfficerMedAssets |
| **10:00 a.m.** | **Break** |  | **All** |
| **10:15 a.m.** | **Redesigning the Healthcare Supply Chain****Aim:** During this presentation Bill will share information related to how Cleveland Clinic plans to strategically curb supply costs through various avenues including the newly formed JV with VHA. Through these strategic initiatives Cleveland Clinic will seek to further reduce supply cost (over the $155 million in reduction over the past 3 years) and make the supply chain more efficient. |  | **Bill Donato** Executive DirectorCleveland Clinic |
| **11:30 a.m.** | **Meeting Wrap Up and Adjourn** |  |  |