

SPRING

2016 HOSPITAL
SSC SUPPLY CHAIN
CONFERENCE

March 14-16 • Miami, FL

PRELIMINARY AGENDA

MONDAY, MARCH 14

11:30 am – 7:00 pm

REGISTRATION FOR SUPPLIERS & SPONSORS

11:30 am – 4:00 pm

PROVIDER REGISTRATION

This special Provider Registration is for all Hospital Supply Chain and GPO Executives. Relax and enjoy a light meal & networking with your peers as you register for the conference. Lunch will be served between noon and 3:00 pm.



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12:00 pm – 4:00 pm

SUPPLIER SHOWCASE

Select Suppliers will showcase their products, services and technology. Showcases are designed to provide a limited number of supplier attendees with an opportunity to demonstrate their products, services and solutions for the provider executives. To maximize this experience for everyone, only Providers and Supplier attendees from companies with a showcase exhibit will be permitted into the showcase area. Please contact us to learn how you can participate.

3:00 pm – 3:20 pm

SUPPLIER ORIENTATION

All Suppliers are welcome to attend this orientation meeting. This informational orientation meeting is an excellent opportunity for first time Supplier attendees to gain a clear understanding of our conference, specifically the Reverse EXPO and how it works.

Title Sponsor:
symplr®
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Bringing Providers and Suppliers Together

March 14 - 16, 2016, Miami, FL www.HLTHCP.com

PRELIMINARY AGENDA

MONDAY, MARCH 14 *CONTINUED*

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4:15 pm – 5:30 pm

PROVIDER ORIENTATION & SPONSOR SPOTLIGHT

All Hospital Supply Chain and GPO Executives are required to attend this orientation meeting, which will provide important information pertaining to the conference and introduce a few of our sponsors.

5:30 pm – 6:30 pm

WELCOME RECEPTION & NETWORKING PARTY - ALL ATTENDEES



6:30 pm – Late

EVENING SUITES HOSTED BY OUR SPONSORS



PRELIMINARY AGENDA

TUESDAY, MARCH 15

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7:00 am – 6:00 pm

REGISTRATION DESK OPEN

Our Registration Desk will be staffed throughout the conference. If you have questions or need assistance with anything, please stop by and let us know. We are happy to help.

7:00 am – 8:00 am

BREAKFAST - ALL ATTENDEES



8:00 am – 9:30 am

OPENING REMARKS AND KEYNOTE ADDRESS

Anything is Possible

Speaker: Giovanni Livera

For anyone who has ever said, "It can't be done," Giovanni challenges you to think again: "Not only can it be done, but there is more than one right answer!" Thus begins the journey from the limitations of conventional thinking into a world where thinking like a magician makes anything possible.

When you think like a magician, Giovanni says, you open up your mind to limitless possibilities that conventional thinking blithely dismisses as impractical or even impossible. But to succeed in today's competitive business environment, you need to embrace the idea that *Anything is Possible*.

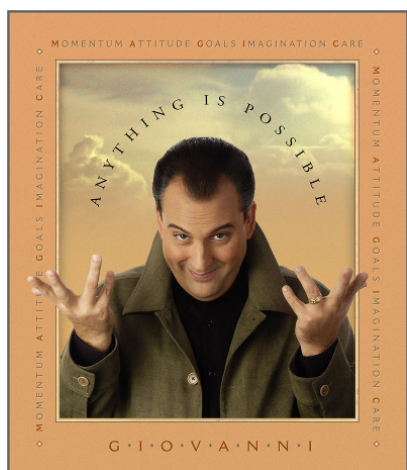
During this hour-long performance, Giovanni brings together his singular blend of mind-bending showmanship, contagious enthusiasm, high-voltage delivery and outside-the-box thinking to encourage listeners to break through self-imposed barriers and achieve their very best.

Combining his M.A.G.I.C. formula (Momentum, Attitude, Goals, Imagination, Care) with unique messaging, proven business tactics and select magic routines, *Anything is Possible* will inspire you to push past the sky and reach for new heights, solve problems creatively, and build long-lasting personal and professional relationships.

Learning Objectives:

As a result of this powerful session, attendees will learn to:

- Motivate the groups they lead
- Foster teamwork
- Build loyalty between their team members
- Create an atmosphere of "outside the box" thinking



PRELIMINARY AGENDA

TUESDAY, MARCH 15 *CONTINUED*

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9:30 am – 9:45 am

COFFEE BREAK



9:45 am – 10:45 am

EDUCATIONAL SESSION

***Pull vs. Push
The Secret to Utilization Management!***

Speaker: Dee Donatelli



As a Director in the Healthcare practice, Dee Donatelli leads Navigant's supply chain team. Dee brings nearly 40 years of healthcare consulting and operations experience. Her expertise is focused on large scale supply chain operations improvement, specifically clinical integration and non-labor cost reduction. As a nurse, she is a subject matter expert in the area of clinical based Value Analysis, clinical effectiveness and physician integration. Dee serves as the Director for Non-Labor Supply Chain within the Provider Operational Effectiveness (Performance Improvement) group. In this role, she is responsible for ensuring that the work of the non-labor provider operations team is the highest quality and meets or exceeds Navigant's clients' expectations.

Dee has advised some of the country's leading healthcare organizations in the area of cost reduction based upon a clinically integrated value analysis process. Her primary focus and expertise is in providing an operational plan for supply chain to collaborate with physicians and focus on clinical protocols and establishment of supply chain formularies. She has assisted many organizations with various aspects of their supply chain improvement process.

Learning Objectives:

During this presentation, attendees will:

- Learn about the clinical integration of supply chain through clinical effectiveness
- Discuss the evolution of clinical value analysis
- Understand the difference between a pull vs push approach to utilization management



11:00 am – 12:00 pm



EDUCATIONAL SESSION

Reality Check: Materials Management's Impact on Surgical Services

Speaker: David L. Taylor III, MSN, RN, CNOR

David Taylor is the Director, CVOR at Methodist Hospital in San Antonio, TX. Prior to his most recent role, he provided comprehensive clinical consulting services to a variety of clients nationally, including large teaching hospitals, level I trauma centers, and community hospital systems. He has held a variety of leadership roles in surgical services, including regional director, senior nurse consultant, administrative director of surgical services, adjunct faculty at Loyola University in Chicago, NCLEX instructor, and nurse educator. His focus on physician, staff, and patient/family satisfaction while placing emphasis on safety and throughput has resulted in streamlined processes', increased surgical volumes, and enhanced best practices.

David is a member of the Association of PeriOperative Registered Nurses (AORN). He maintains membership in the Business Industry Consulting (BIC) and Leadership Specialty Assemblies through AORN and is a long time member of Sigma Theta Tau International Honor Society of Nursing. He completed his Lean Healthcare Certification at Villanova University and has published in nationally recognized peer review journals on various perioperative subjects.



Learning Objectives:

After attending this presentation, attendees will be able to:

- *Understand the significance of Materials Management's role in the surgical services department and how it impacts the hospital's bottom line*
- *Recognize essential components of a well-designed and managed inventory system that exceeds customer expectations*
- *Realize the impact of Materials Management's role on quality of patient care*

11:45 am – 1:00 pm

LUNCH - ALL ATTENDEES

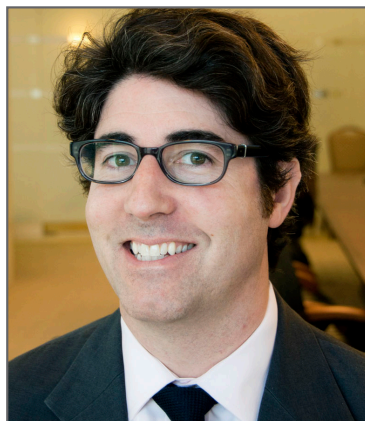


1:30 pm – 3:30 pm

REVERSE EXPO SESSION I

The Supply Chain and GPO Executives host the exhibit booths in this very unique Reverse EXPO.

4:00 pm – 5:00 pm



EDUCATIONAL SESSION - Supply Chain and O.R. Attendees
State of the Union – Proving Hospital and Health System Value

Speaker: Fred Bayon

Five years after the signing of the Affordable Care Act, hospital and health system leaders sit at the center of a dizzying array of efforts to rein in health care spending. Major purchasers, including Medicare, Medicaid, health plans, employers, and consumers, are questioning how—not just how much—to pay for health care. These purchasers, however, are pursuing a range of different strategies to control their health care costs, complicating providers' hopes of finding a clear path forward.

As a national spokesperson with The Advisory Board Company, Fred presents findings on frontier strategic and clinical practices. His areas of study include general hospital administration and management, health system economics, and clinical technology. He is a frequent lecturer for Health Care Advisory Board, Philanthropy Leadership Council, and IT Strategy Council memberships. At last count, he has presented in 44 states.

Prior to joining The Advisory Board Company, Fred earned his bachelor of arts from Dartmouth College and master's degree in education from Columbia University, where his work focused on strategic planning and corporate governance. Prior to his time at Columbia, Fred served on the faculty at an independent school in Massachusetts.

Learning Objectives:

After attending this presentation, attendees will be able to:

- *Understand the impact of Medicare's commitment to population risk*
- *Recognize opportunities and threats posed by changes in the employer-sponsored insurance market*
- *Evaluate the effect of health insurance exchanges on consumer behavior*
- *Prepare to create and prove system value in an increasingly complex and divergent purchaser landscape*

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PRELIMINARY AGENDA

TUESDAY, MARCH 15 *CONTINUED*

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6:00 pm – 10:00 pm



DINNER & ENTERTAINMENT

On Tuesday night, join us for a classic Miami experience at the world famous **Mango's Tropical Café** in South Beach. Mango's is a showcase of international talent, cuisine and entertainment. The performances featuring a full line up that ranges from Salsa to Bachatta and Reggae to Pop. Tantalize your taste buds with their Florribean Cuisine specializing in Latin and Caribbean comfort foods and treat yourself to their exotic and refreshing hand-made specialty drinks, including a full variety of Mojitos, Daiquiris, Martinis and Cosmos. Come prepared for an unforgettable evening of wonderful food, open bars, live music and spectacular entertainment.



PRELIMINARY AGENDA

WEDNESDAY, MARCH 16

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7:00 am – 12:00 pm

REGISTRATION DESK OPEN

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7:00 am – 8:00 am



BREAKFAST - ALL ATTENDEES

8:00 am – 10:00 am

REVERSE EXPO SESSION II

The Supply Chain and GPO Executives host the exhibit booths in this very unique Reverse EXPO.

10:30 am – 11:30 am

EDUCATIONAL SESSION

**Implants & PPI –
Supply Chain & Clinical Departments Collaborating for One Purpose**

Speaker: Grant Rush

Grant Rush serves as the Director of the Orthopedic and Spine program for New Hanover Regional Medical Center. With over 9,000 procedures, 2,500 joints and 900 spinal fusions annually, the Orthopedic and Spine program for New Hanover Regional Medical Center is one of the largest in North Carolina. With +30 independent providers, the program has developed into a progressive partnership of the providers and hospital that serves the every growing needs of eastern North Carolina.

New Hanover Regional's Orthopedic was ranked in the top 10 nationally for total Medicare volume last year. Like many programs out there, New Hanover Regional's Orthopedic providers have managed to continue providing superior care to patients while operating in an ever-growing complex and changing healthcare market. Prior to Orthopedics, Grant served leadership role for the New Hanover's Heart and Vascular program and is a graduate of University of North Carolina- Chapel Hill undergrad and MHA program.

Speaker: Stephen Piraino, MS, CPL-SOLE

Steve Piraino is currently serving as the Director of Corporate Purchasing and Supply Chain Management for Einstein Healthcare Network in Philadelphia, a 1268-bed integrated delivery network on 4 hospital campuses that include 3 acute care hospitals, a rehab hospital, an inpatient psychiatric hospital, ambulatory surgery center, skilled nursing facility and over 100 specialty physician practices and primary care office locations. Einstein is one of the largest academic medical centers in the Delaware valley with nearly 9,000 employees and over \$1 billion in operating revenues.

Continued on next page



PRELIMINARY AGENDA

WEDNESDAY, MARCH 16 *CONTINUED*

SPRING
2016 SSC HOSPITAL
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Continued from previous Educational Session

In this role as the top Procurement and Supply Chain executive, he is responsible for the strategic and operational management of the network's Purchasing and Contracting function, Value Analysis, management of GPO relationship, supply chain management, courier/transportation, and the functional management of the Lawson ERP system supply chain, purchasing, and EDI subsystems. Steve has particular expertise in information systems and automation of non-value-added business processes. Prior to joining Einstein, Steve has served for over 25 years in similar roles as the top Supply Chain/Procurement executive at Pinnacle Health System, in Harrisburg, PA, Lancaster General Health in Lancaster PA, MedStar Washington Hospital Center in Washington, DC, and at three different U.S. Navy Hospitals while on active duty for 10 years. Steve received his Masters Degree in Material Support Logistics from the US Naval Postgraduate School in Monterey, CA, and his Bachelors Degree in Healthcare Administration from Stonehill College in Easton, MA. Steve is also a Certified Professional Logistician by the Society of Logistics Engineers.

Learning Objectives:

After attending this presentation, attendees will be able to:

- *Modify the business approach of supply chain contracting to meet the needs of the clinicians*
- *Demonstrate how collaboration with supply chain executives, surgeons and clinicians can reduce cost and maintain quality*
- *Construct formulas and capital projections to work successfully with each side of the process*

FOR INFORMATION ON
**SUPPLIER REGISTRATION
AND SPONSORSHIPS**
PLEASE CONTACT:

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