

Title Sponsor



**HCP17**  
FALL

Hospital Supply Chain Conference  
September 18 – 20, 2017 Chicago IL

**agenda**



11:30am–7:00pm

## Registration for Suppliers & Sponsors

11:30am–4:00pm



**HITACHI**  
Inspire the Next

## Provider Registration

This special Provider Registration is for all 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 3:00pm.

12:00pm–4:00pm

## 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.

2:30pm–2:50pm

## 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 **reverseexpo** and how it works.

# agenda

monday september 18



4:15pm–5:30pm

### Provider Orientation & Sponsor Spotlight

All 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.

5:30pm–6:30pm

### Welcome Reception & Networking Event *All Attendees*



6:30pm–9:30pm

### Evening Suites Hosted By Our Sponsors



7:00am–6:00pm

## 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.

7:00am–8:00am



## Breakfast *All Attendees*

8:00am–9:30am

## Opening Remarks & Keynote Address

### *Leadership Isn't For Cowards, How to Lead Courageously in a Turbulent Age*

#### Mike Staver

We live in an age when it is more and more challenging to manage all of the information, demands and challenges that are coming at us. It takes real courage to stand firm in what you believe and then to get your followers to understand what really matters and how to execute effectively. Your ability to influence your followers is key to every step of creating significant results. Courage is the key element in that process.

Mike Staver is an internationally respected coach and speaker. He has been interviewed for many publications on his signature speaking and writing topic "Leadership Isn't for Cowards" and how to build high performance firms and his new book with the same title released in 2013. With a master's degree in counseling psychology and a bachelor's degree in business administration, he has found a way to make complex ideas simple, memorable and immediately applicable. He is a Certified Speaking Professional (CSP), a designation held by fewer than 10% of the members belonging to the International Federation for Professional Speakers. Mike is a best-selling author and award winning speaker.

Some of his work has been recognized by Training magazine as top 10 in the world and he has been recognized by Meetings and Conventions Magazine as one of the 40 hottest speakers in America. He has conducted industry-specific research on the traits that make leaders thrive and has had those findings built into a one of a kind national leadership certification.

#### Learning objectives:

##### *After attending this presentation, attendees will learn:*

- The real definition of courage
- The three most important steps you will ever take
- The power of commitment
- What your followers do, really do, when you are not around
- The primary motivator of all people
- The three things every leader can do to insure leadership failure
- The importance of high gain activity and how to do more of it
- Six steps that will insure effective execution



9:30am–9:45am



9:45am–10:45am



## Coffee Break

## Educational Session

### *Self-Distribution - What does it take and what does it give?*

#### **Greg Swanson**

Greg is CEO and co-founder of National Medical Logistics [NML], a U.S. healthcare supply chain implementation and consulting firm focused on reducing costs and improving service for Providers, Distributors, GPOs, and Manufacturers [www.natmedlog.com]. Greg delivers to NML clients' subject matter expertise on strategic planning, business development and project management. He provides change management leadership targeting industry leading supply chain initiatives such as self-distribution, medical/surgical warehouse design, WMS implementations, and strategic supplier relations. He is dedicated to optimizing the healthcare supply chain for key industry stakeholders.

Prior to starting NML in 2002, Greg's career included 20 years working in Vice President Operations/Sales positions with national healthcare distributors McKesson and Owens & Minor, as well as a Market & Distribution Specialist for international consumer goods company Philip Morris. As V.P. Operations with McKesson he was responsible for 15 distribution facilities and 850 personnel supporting over \$900M annual sales for the most profitable region. As V.P. at Owens & Minor he oversaw the financial and operational turnaround of a 5 state Mountain States Region.

Greg holds a B.S. from Virginia Commonwealth University, and Certification from The Institute for Productivity & Quality from the University of Tennessee.

#### **Tom Seliqini**

As co-founder of National Medical Logistics, Tom Seliqini applies his decades of healthcare distribution and logistics experience towards solving supply chain challenges for all stakeholders. NML maintains a business philosophy of delivering unbiased and neutral recommendations for supply chain improvements to providers, GPOs, distributors and manufacturers. Recent successes include assisting Intermountain Healthcare, Greenville Health, Indiana University and Froedtert Health with their self-distribution initiatives. Prior to NML, Tom worked for McKesson Medical Group for 30 years working his way through the organization to become the corporate vice president of operations. Tom's experiences include facility design, best practice development, distribution technology deployment, logistics optimization and overall P&L management.

*Continued on next page*



*Continued from previous page*

**Learning objectives:**

**After attending this presentation, attendees will learn to:**

- Identify Self-distribution value streams
- Determine if self-distribution is right for your organization
- Review industry trends
- Discuss lessons learned

11:00am–12:00pm

**Educational Session**

**Self-Distribution - Stories from two contrasting IDNs**

**Joel A. Prah MBA, CPIM, CPM**

Joel Prah is the Executive Director of Supply Chain for Froedtert & Medical College of Wisconsin (Froedtert Health), the Regional Academic Medical Center and Level 1 Trauma Center located in Southeastern Wisconsin. Mr. Prah formerly served as Regional Supply Chain Officer for Ascension Health with responsibility for Supply Chain and various operations in the Milwaukee and Kansas City market. The first half of his career was spent in engineering and manufacturing management positions working as Director of Manufacturing for Electronic Tele-Communications in Waukesha WI, and Corporate Manager - Quality Assurance for Generac Corporation a manufacturer of generators, power systems, and consumer power equipment. His career started at General Electric on the Manufacturing Management Program in various engineering and supervisory positions within GE Nuclear and GE Aircraft Engines.

He earned his Master of Business Administration from Purdue University - Krannert School of Management, and his Bachelor of Science from Milwaukee School of Engineering. Froedtert & the Medical College of Wisconsin has won several awards and been recognized in the area of Supplier Diversity under the leadership of Joel and their cross functional Supplier Diversity Committee.

**Scott Seaton**

Scott Seaton is an Executive Leader at Providence St. Joseph Health within The Resource, Engineering and Hospitality Group. He has a Bachelor's degree in Electrical Engineering and an MBA in Change Management from the University of Washington. Scott is also a Six Sigma Black Belt and has taught Lean and process improvement methodologies for over 15 years. His professional career, apart from his experience in Healthcare, includes military service and working in the Manufacturing and Service sectors within the Construction and Aerospace industries.

Scott and his wife, Kathleen, have been married for over 23 years and live in the Lake Tapps area south of Seattle. They have 2 children that are in high school as well as 2 in college at the University of Washington in Seattle and South Dakota School of Mines in Rapid City.

*Continued on next page*





Continued from previous page

**Learning objectives:**

**After attending this presentation, attendees will learn to:**

- Discuss the background of two Health Systems
- Move to the strategy of Self Distribution - The driving forces
- Integrate other services within the model
- Determine how to achieve world class picking speeds and quality with and without automation
- Understand the role of the Warehouse Management System (WMS)
- Consider the Lessons Learned
- Assess KPI's and high-level financial results
- Evaluate next steps for each of the Health Systems

11:45am–1:00pm

**Lunch** All Attendees



1:30pm–3:30pm



The Supply Chain and GPO Executives host the exhibit booths in this very unique **reverse**expo.



4:00pm–5:00pm



We put space to work.

## **Educational Session** *All Attendees*

### ***Multigenerational Teams and Leadership Strategies***

#### **Paul Thomas Clements, Ph.D., MSN, RN, DF-IAFN**

Paul Thomas Clements is an Associate Clinical Professor and Coordinator of the Forensic Trends in Healthcare Certificate Program online at Drexel University College of Nursing and Health Professions. A forensic and psychiatric clinical specialist, he is additionally a Certified Gang Specialist and Certified in Danger Assessment. He is an experienced therapist, forensic consultant, and critical incident/trauma response specialist with 25 years experience in management/administration and crisis intervention. Dr. Clements has provided counseling and crisis intervention to over 1500 families of murder victims, as well as to high numbers of surviving family members in the aftermath of suicide, industrial and occupational deaths, motor vehicle accidents, sudden infant death syndrome, veterans confronting PTSD, families navigating the aftermath of sudden violent death, as well as to survivors of interpersonal violence such as sexual abuse, rape and stalking.

Dr. Clements was involved in the television and printed news media, as well as interviewed on National Public Radio (NPR), related to discussions regarding the offender, victims and survivors of the Virginia Tech shootings. More recently, Dr. Clements spent time in Bolivia, working with judges, prosecutors and forensic psychologists regarding enhanced assessment and intervention with children victimized by sexual aggression.

Dr. Clements has provided nationwide corporate and hospital consultation to establish workplace procedures for violence prevention and development of risk assessment / management teams. In addition, he has conducted training and stress management seminars designed for State Police, EMT's, Child Protective Agency personnel, trauma/emergency nurses, attorneys and corporate executives. Dr. Clements has three recent textbooks, Violence against women: Contemporary examination of intimate partner violence, Mental health issues in child maltreatment, and Nursing approach to the evaluation of child maltreatment. Additionally, he has numerous peer review publications and conference presentations regarding stress, trauma, violence and aggression, coping after violent death and exposure to interpersonal violence and crime. He holds a degree of Doctor of Philosophy in Psychiatric Forensic Nursing from The University of Pennsylvania. Dr. Clements was inducted as a Distinguished Fellow in the International Association of Forensic Nurses in 2002, and was an inaugural Associate Editor of the Journal of Forensic Nursing from 2005-2012.

#### **Learning objectives:**

##### ***After attending this presentation, attendees will be able to:***

- Examine the phenomenon of the first time in history where 5 generations of employees are working together in the healthcare setting.
- Define "generation" and explore the facets that are uniquely inherent to each.
- Identify leadership strategies to enhance communication and practice across generations.





6:00pm–10:00pm

# JOE'S Live™



## Dinner & Entertainment

### Joe's Live

On Tuesday night, join us at **Joe's Live** for a little taste of Nashville. Joe's Live is a mega music venue and barbecue restaurant all under one roof. Nominated for an Academy of Country Music Award for 2017 Nightclub of the Year, the venue hosts weekly lineups of country music's biggest names, up-and-comers, local talent, DJs and more. We will be joined by one of their favorite local bands: **the Senn Alan Band**, a premier Chicago cover band that puts its own flavor, spin and unique instrumentation on some of your favorite songs. With the ability to go seamlessly from Country to Hip Hop to good ole' Rock & Roll, they're like your favorite jukebox come to life. They have had the pleasure of playing with and opening for Taylor Swift, Ed Sheeran, Brad Paisley, Randy Houser, Kenny Chesney, Grateful Dead, Bon Jovi, Dierks Bentley, Luke Bryan and many more amazing artists. Come prepared for an evening full of wonderful BBQ and Southern comfort food, open bars, and dancing 'till late.

*Shuttles will run continuously between the hotel and Joe's Live from 5:45pm–10:00pm.*



# agenda

wednesday september 20



7:00am–12:00pm

## 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.

6:45am–7:45am

## Breakfast *All Attendees*



8:00am–9:30am

## Educational Session

### *Utilization: A Strategy for Improved Performance and Responsiveness*

#### **Laurel Sampson, MBA**

Laurel is the Supply Chain System Director of Business Development and Projects at Fairview Health Services, headquartered in Minneapolis, MN. In this role, Laurel is responsible for leading the supply chain clinical integration project management team, supporting Fairview's Sustainability program and identifying supply chain business development opportunities.

Laurel has twenty years of healthcare experience, holding a variety of positions from contracting to the management of a healthcare sponsored affiliate program. Laurel has been in both staff and leadership positions in the non-profit healthcare sector and has consulting experience with a national healthcare performance improvement company.

Laurel received a Bachelor's degree in Business Administration and Economics and a Master's Degree in Business Administration from Augsburg College.

When not at work, she and her husband, Jeff, enjoy time spent with friends and family. You can reach Laurel with your questions or comments at [lsampso2@fairview.org](mailto:lsampso2@fairview.org).

*Continued on next page*



*Continued from previous page*

**James Russell, RN-BC, MBA, CVAHP**

James is the Value Analysis Program Director at UW Health (the University of Wisconsin). Jim has three decades of experience as a Registered Nurse; a third in critical care, another third in psychiatry, and the last 10 years in healthcare value analysis. He's been in both staff and leadership positions in the for-profit, community healthcare sector, as well as in several Academic Medical Centers. Jim has published dozens of articles on value analysis and nursing leadership, and speaks regularly at national conferences.

When not at work, he and his wife Denise (also a nurse and a healthcare Risk/Quality Director) can be found spoiling Bailey, their rescue Husky/Chow mix. You can contact Jim with your questions or comments at [jrussell@uwhealth.org](mailto:jrussell@uwhealth.org), but don't ask him about the dog or he'll send you pictures!

**Learning objectives:**

***After attending this presentation, attendees will learn to:***

- Describe the intent of clinical integration value analysis
- Understand the process of value analysis
- Learn about different approaches to clinical integration value analysis through the use of physical engagement, data and supplier partnerships
- Define Healthcare Value Analysis
- Understand the goals that govern Value Analysis



10:00am–12:00pm



**reverseexpo**  **Session II**

The Supply Chain and GPO Executives host the exhibit booths in this very unique **reverseexpo**.



Join us in **Chicago**

**Contact Information**

**Supplier Registration and Sponsorships**

**Katie Educate**  
Market Sales Manager  
727-631-3586  
[katie.educate@hlthcp.com](mailto:katie.educate@hlthcp.com)

**Provider Registration**

**Dan Jewell**  
Senior Provider Recruiter  
727-816-9700  
[dan.jewell@hlthcp.com](mailto:dan.jewell@hlthcp.com)