

Title Sponsor



HCP17 SPRING

Hospital Supply Chain Conference

February 27 – March 1, 2017 **Miami FL**



Agenda

11:30 am – 7:00 pm

Registration For Suppliers & Sponsors

11:30 am – 4:00 pm

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 3:00 pm.

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.

2:30 pm – 2:50 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.

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Agenda

MONDAY FEBRUARY 27 contd.

HCP17
SPRING
Hospital Supply Chain Conference
February 27 – March 1, 2017 Miami FL

4:15 pm – 5:30 pm

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.

5:30 pm – 6:30 pm

Welcome Reception & Networking Event *All Attendees*



6:30 pm – 9:30 pm

Evening Suites Hosted By Our Sponsors



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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 & Keynote Address

Motivate This!

How to Start Each Day with an Unstoppable Attitude!

Steve Rizzo



Steve Rizzo is the Attitude Adjuster. You can't attend one of his keynote speeches and leave with the same attitude. He's a personal development expert, comedian, motivational speaker, and best selling author. His popular PBS special brought him into millions of homes. It's no surprise that he's been inducted into the Speakers Hall of Fame, an honor bestowed upon on fewer than 200 speakers worldwide since 1977.

One of the biggest challenges that people in business and in life face today is staying optimistic and motivated to be at their best for more than just a few days. "Nothing keeps people from being productive and achieving their goals more than harboring negative feelings or having a bad attitude during the process."

In this entertaining and content-rich program, Steve engages the audience with laughter as he challenges each attendee to SHIFT their focus and way of thinking to discover increased productivity, greater enthusiasm and new levels of success, regardless of their circumstances.

Learning Objectives

After attending this presentation, attendees will be able to:

- *Shift their way of thinking to get the results they want*
- *Train themselves to feel good, be resilient and stay motivated throughout the day – every day!*
- *Enjoy themselves during the process of achieving their goals*
- *Create lifelong habits for success and happiness in business and in life*
- *Understand how to use humor "The Instant Mind SHIFT" to nip negative thoughts in the bud before emotional havoc sets in*



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9:30 am – 9:45 am

Coffee Break

Opus Solutions
Composing Excellence in Health Care

9:45 am – 10:45 am

Educational Session *SC Attendees Only*

Capital Strategy - Standardization

Sean Poellnitz, BS CHRM



Sean Poellnitz is Director, Contracting and Resource Utilization for CHRISTUS Health. CHRISTUS Health is an international Catholic, faith-based, not-for-profit health system comprised of almost 350 services and facilities, including more than 60 hospitals and long-term care facilities, 175 clinics and outpatient centers, and dozens of other health ministries and ventures in over 60 cities in Texas, Arkansas, Iowa, Louisiana, Missouri, Georgia, and New Mexico in the United States, and Mexico. Its dimension, strength, and depth of service place CHRISTUS among the top ten Catholic health systems in the United States.

In his role, Sean is heavily involved with change management, contracting strategy, GPO utilization, Value Analysis Committees, benchmarking integration and project management including working with senior executives (CEO, CNO, CFO, COO, and CIO) to drive positive change across CHRISTUS. He leads a team that manages a Capital Program with \$1.3B of assets under management while coordinating contracting for Radiology, Lab, Cath Lab and Clinical Equipment. Formerly, Sean Poellnitz was the Contract Administrator at CHI Health Nebraska (formerly Alegent Health). CHI Health (being a part of Catholic Health Initiatives) is a billion dollar non-profit Catholic organization serving as Nebraska's largest health system with ten Hospitals and 100 Clinics headquartered in Omaha, NE. Prior to his leadership roles in healthcare, Mr. Poellnitz held leadership positions at Raytheon, Southern California Regional Rail Authority, Union Pacific Railroad in which he was responsible for leading teams that were accountable for corporate contracting, procurement, leasing, asset and supply chain operations.

Poellnitz, a native of Pittsburg, PA earned his Bachelor of Science Degree in Finance from Tuskegee University in Tuskegee, AL. He has a graduate certification in Human Resource Management from Southern New Hampshire University and is currently completing his Masters in Organizational Leadership at Southern New Hampshire University in Manchester, NH. He is also former President of the board of director of F.A.R.M.S. a non-profit organization serving farmers in the Alabama, Georgia and the Carolinas. Sean and Shavon, his wife of nine years, have one daughter.

Learning Objectives

After attending this presentation, attendees will be able to:

- Explore an understanding around the philosophy of IDN Capital Programs
- Discuss how to integrate your supplier strategies, adding value to IDN Capital Programs
- Drive a deeper understanding of the IDN Contracting Philosophy
- Create real conversations around the soft points of successful IDN relations



We put space to work.

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Supply Chain Best Practices

11:00 am – 12:00 pm

Educational Session *SC Attendees Only*

Supplier Diversity
Todd Gray, MBA



SUPERMAX
HEALTHCARE
TAKING HEALTHCARE FURTHER

Todd A. Gray is Director of Supplier Diversity for Grady Health System. In this role Gray is responsible for sourcing, contract management, system wide development, implementation and facilitation of Supplier Diversity for Grady Health System. Grady Health System is the 7th largest public academic health system in the United States and has a strong commitment to the inclusion of diverse suppliers in their supply chain and purchasing activities.

Prior to joining Grady Health System, Gray served as Supplier Diversity Manager for CVS Caremark at their corporate headquarters in Woonsocket, Rhode Island. In this role, Gray led CVS Caremark's supplier diversity program and was instrumental in creating process improvements, integrating corporate supplier diversity contract language and increased spending with diverse owned businesses. Previously, Gray also served as Assistant Vice President of Wachovia and Wells Fargo Corporate Supplier Diversity with responsibility for the implementation of processes, procedures and tools that supported enterprise-wide Supplier Diversity initiatives with Wells Fargo. He actively promoted and encouraged the success and inclusion of minority and women-owned business enterprises as they sought supplier partnership opportunities within the institution. Gray joined Wachovia in 2005 as Lease /Portfolio Administrator of Corporate Real Estate.

As a Metro Atlanta native, Gray is an active participant in civic and state level initiatives impacting diversity and community. Gray has partnered over the last decade as a mentor through the State of Georgia's Mentor/Protégé Program for small business development. He also supports youth minority entrepreneurship through his partnership with the Greater Atlanta Economic Alliance Construction Skills Development Institute and other organizations that provide current and future entrepreneurs with education, awareness and technical assistance. Gray also founded an Atlanta community youth development initiative for young men ages 12-17 called P.O.L.I.S.H.E.D. to help young men in the Atlanta Community develop life, social and community involvement skills through ongoing tutoring and mentorship.

Continued on next page

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Supply Chain Best Practices

Continued from previous Educational Session

Gray contributes leadership by serving as Vice-Chair of the Georgia Minority Supplier Development Councils Board of Directors, The Atlanta Business League Board, and The Villages at Carver Family YMCA Board. Where Gray represents his location for the collective YMCA of Metro Atlanta's annual "Why it Matters" fund raising campaign. Gray previously held board positions with the South Region Minority Supplier Development Council, the South Florida Minority Supplier Development Council, and the Atlanta Berean Church. Gray was recognized in 2008 by the Atlanta Business Journal as one of Atlanta's Top 50 Rising Stars. Received the 2015 Advocate of the Year Award from the Georgia Minority Supplier Development Council. 2016 Advocate of the Year Award for the Greater Women's Business Council, and is a 2016 featured "Game Changer" in Who's Who in Black Atlanta Mr. Gray is nationally recognized and featured for his achievements in supplier diversity and contributions to communities across the nation.

Learning Objectives

After attending this presentation, attendees will be able to:

- Define supplier diversity designations and identify which align with your organization's goals
- Understand the evolution of supplier diversity and the increasing demand for diverse suppliers in healthcare
- Build a business case and obtain executive support for a supplier diversity program
- Identify the strategic value supplier diversity delivers, and how it relates to Cost, Quality, and Outcomes (CQO)

11:45 am – 1:00 pm

Medpricer 

Lunch All Attendees

1:30 pm – 3:30 pm

swisslog

Member of the KUKA Group

 **Session I**

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

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Supply Chain Best Practices

4:00 pm – 5:00 pm



Educational Session *All Attendees*

Health Policy Changes Under the Trump Administration

Ken Perez, VP of Healthcare Policy, Omnicell

Ken Perez serves as the Vice President of Healthcare Policy in the Strategy and Business Development group of Omnicell, Inc. (NASDAQ: OMCL). Previously, he served as the Senior Vice President of Marketing and Director of Healthcare Policy for MedeAnalytics, Inc.

For several years, Ken has written a column on health reform for hfm, the monthly journal of the Healthcare Financial Management Association, and he is a regular contributor to a number of other healthcare publications.

Learning Objectives

After attending this presentation, attendees will be able to:

- *Identify a framework for predicting the most likely health policies under the Trump administration*
- *Explore what health policies are least likely to change*
- *Discuss the implications for healthcare providers of likely health policy changes*

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Supply Chain Best Practices

Agenda

TUESDAY FEBRUARY 28 contd.

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Hospital Supply Chain Conference

February 27 – March 1, 2017 Miami FL

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 feature a full line up that ranges from Salsa to Bachatta and Reggae to Pop. Tantalize your taste buds with their Floribbean 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.

* Shuttles will run continuously between the Hyatt Regency and Mango's from 5:15pm - 10:00pm.



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7:00 am – 12:00 pm

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6:45 am – 7:45 am

Breakfast *All Attendees*



8:00 am – 10:00 am



Member of the KUKA Group



Session II *SC Attendees Only*

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

10:30 am – 11:30 am

Educational Session *SC Attendees Only*

Supply Chain in the Non-Acute Space **Stephen Piranio, MS, CPL-SOLE**



RICOH
Healthcare

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 four hospital campuses that include three 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.

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 ten 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.

Continued on next page

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Supply Chain Best Practices

Continued from previous Educational Session



Peter Sosenko

Pete Sosenko is the Vice President of Supply Chain for ROi. Pete provides day-to-day oversight for the Unified Supply Chain (USC) services for Mercy in Oklahoma. This includes 11 acute care facilities and 98 clinics. He also led ROi's assessments on Consolidated Services Center operations. Pete has more than 31 years of experience with a strong operations background. He has a broad range of experience in the manufacturing, health care, pharmaceutical and transportation industries, including roles in sales, management, operations, quality/inventory control and administration.

Prior to joining ROi, Pete was Senior Vice President of Operations for Feed the Children, Inc., where his duties included oversight of Agency Development, Agency Compliance, Logistics and Inventory Management, Plant & Engineering, Procurement, Donor Services, Donor Relations, Marketing, Fundraising, Information Technology & Information Services and Special Projects.

Learning Objectives

After attending this presentation, attendees will be able to:

- Identify what supply chain looks like in the Non-Acute Market
- Discuss how to setup an effective supply chain process in the Non-Acute Market
- Outline the benefits of supply chain management in the Non-Acute Market
- Review the lessons learned

Contact Information

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Supply Chain Best Practices



Join us in **Miami**

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