



HEALTH
CONNECT
PARTNERS

Bringing Providers and Suppliers Together

HCP18 FALL

Hospital O.R. & Surgical Conference

October 17–19, 2018 **Chicago IL**

agenda

titlesponsor



BD



11:30am–7:00pm

Grand Registration - Entry Level

Registration for Suppliers & Sponsors

11:30am–4:00pm

Grand Ballroom H - Entry Level

Provider Registration

This special Provider Registration is for all Hospital O.R. & Surgical Directors 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

Grand Ballroom E - Entry Level

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

Rosemont Ballroom - Entry Level

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.

4:15pm–5:30pm

Rosemont Ballroom - Entry Level

Provider Orientation & Sponsor Spotlight

All Hospital O.R. & Surgical Directors 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.

agenda

wednesday october 17



5:30pm–6:30pm
Grand Ballroom C - Entry Level



6:30pm–9:30pm
Meeting Rooms - International Level

Welcome Reception & Networking Event *All Attendees*

Evening Suites Hosted by our Sponsors *All Attendees*



7:00am–6:00pm

Grand Registration - Entry Level

7:00am–8:00am

Grand Ballroom C - Entry Level



8:00am–9:30am

Rosemont Ballroom - Entry Level



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.

Breakfast *All Attendees*

Opening Remarks & Keynote Address *All Attendees*

Thinking Differently, The Psychology of Illusion

Vinh Giang

Magic is much more than sleight of hand. It's the ability to guide perspective, spotlight influence, and challenge belief systems. With humor, heart, and captivating showmanship, Vinh Giang transforms these three powerful components and shares how creating and cultivating the RIGHT influence in our lives can make the difference between tremendous success or limited mediocrity. What we know in this world is that everything that once seemed impossible can be reimagined and overcome. It takes suspending old belief systems. Unlocking mindsets. Innovating. Deliberate and definitive action. And yes, even a little magic.

With only six months to graduate, Vinh Giang left his degree in commerce and law to become an online magic teacher ultimately building a hugely successful online business, 52kards, which now serves over 800,000 students all around the world. This earned him the award of Top Young Entrepreneur in Australia.

Vinh Giang's real magic journey began when he finally understood what Robert Houdin (an amazing magician) meant when he said: "A magician is an actor playing the part of the magician." Once Vinh understood the meaning behind this quote, he focused all his energy on studying the art of performance and not the art of presentation. He has spent the last 15 years mastering the art of performance-enhanced communication, helping thousands of professionals worldwide to learn these skills.

Vinh is also the CEO of Luminary Productions which produces exceptional video for individuals and companies all around the globe.

Vinh's presentation will bring out the magic in you!

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"I believe that magicians are salespeople; they sell one of the most difficult products in the world. They sell magic - they sell the illusion. The way they're able to sell magic is by working ridiculously hard. It takes thousands and thousands of hours to be able to sell the illusion, to be able to really sell the magic. Imagine if you applied the same mindset to your company - imagine if you applied the same dedication to your business - think about what you could achieve."

Learning objectives:

After attending this presentation, attendees will learn to:

- Gain Perspective: Collaboration -remove Silo Mentality
- Understand Influence: Eliminating negativity, Assessing Top 5 influencers in your circle
- Foster Communication: To connect in ways that foster leadership, teamwork, and exponential growth. Build Self Confidence and deliver your message with authority
- Recognize Beliefs (Anything is Possible): Mindshift for better problem solving

Coffee Break

9:30am–9:45am

Rosemont Foyer - Entry Level



10:00am–12:00pm

Donald E. Stevens Convention Center
Hall G



12:00pm–1:15pm

Grand Ballroom C - Entry Level



The Hospital O.R. & Surgical Directors and GPO Executives host the exhibit booths in this very unique **reverse**expo.

Lunch All Attendees

1:30pm–2:30pm

Rosemont Ballroom – Entry Level



Northgate Technologies, Inc.

Educational Session

Creating and Managing an Effective Scorecard

Darren Eversole

Darren Eversole is currently a Director in Finance at Carilion Clinic where he is responsible for oversight of Carilion Children's Hospital and pediatric ambulatory practice financials, Carilion's Guest Services financials and Carilion Clinic's Scorecards.

Currently he has been employed with Carilion Clinic for 11 years and has overseen finances on numerous entities throughout Carilion's institution including Carilion's western region (New River Valley Medical Center, Giles Memorial Hospitals, & Tazewell Communication Hospital), its two eastern hospital systems (Franklin Memorial Hospital & Stonewall Jackson Memorial Hospital) as well as Carilion's Home Health and Hospice teams.

He received his bachelors from Roanoke College with a concentration in Healthcare and his Master's in Business Administration from University of Phoenix. Darren is active in business and community affairs serving as a board member of the Endowment Board and Personal Committee of First Baptist Church in Roanoke. He was named a top 15 young professional under the age of 30 by the Valley Business Front Magazine (Roanoke, VA). He previously has sat on numerous boards such as the Economic Development Alliance, Medication Assistance Program, and NewVaConnects. In his free time enjoys spending time with his family, coaching his kids in numerous sports, helping out on the family farm, as well as hunting and fishing.

Learning objectives:

After attending this presentation, attendees will learn to:

- *Create impactful Scorecards that align institution goals with provider goals*
- *Review physician buy in, including the pros and cons to different management methods*
- *Promote consistent communication*
- *Implement a dynamic Scorecard that evolves over time*

Educational Session

Pharmacogenetics in the O.R.

Co-presenter: Darla Cline, RN

Mrs. Darla Cline brings over 43 years of experience working in the Operating Room. She currently serves as the OR Nurse Manager for Cookeville Regional Medical Center in Cookeville, TN, and is also an active member of AORN where she has held multiple roles in her local chapter.

Cline is presently a member of Cookeville Regional Medical Center's Patient Care Council, Infection Prevention Committee, Sepsis House Wide Committee, Stroke Committee, Hip Fracture Certification Committee and the Safety Committee. Darla has presented to the Tennessee Hospital Association's Leadership on multiple occasions on topics impacting OR team member communication and accountability, patient throughput and patient safety.

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2:45pm–3:45pm

Rosemont Ballroom – Entry Level



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In the spring of 2018, Cline was introduced to CQuentia at the HCP Conference in Miami. During her 43 years she has seen the impact of trial and error prescribing during the perioperative process. This allowed her to immediately recognize the importance of utilizing the patient's genetics to increase the standard of care during surgery. Cline acted quickly and took the leadership role in creating the vision for Cookeville Regional Medical Center's Pharmacogenomic Testing Program.

Cline's first step was to create her centers first Genetic Testing Council which includes the hospitals Director of Surgery, Chief Nursing Officer, Chief of Anesthesia, Pharmacy Director, Operating Room Nurse Manager, CVOR Anesthesiologist & Assistant to Chief Nursing Officer. Working together with her council and CQuentia, Cookeville Regional Medical Center successfully launched their Pharmacogenomic Testing Program on July 23, 2018.

By insuring the patient's genetic results are utilized throughout the patient continuum, the hospital's executive staff expect this program will help to maintain their leadership position as the #1 safest hospital in the state of Tennessee.

Co-presenter: Wendy Suhre, M.D.

Wendy Suhre, M.D. is a graduate of the University of Arizona School of Medicine. She trained in anesthesiology at the Medical University of South Carolina and is board certified in Anesthesiology.

Dr. Suhre has been practicing since 2013, the last four years at the University of Washington, one of the top 100 hospitals in the United States. She is the Medical Director of the Pre-Anesthesia Clinic and an assistant professor in the Department of Anesthesiology and Pain Medicine. Dr. Suhre's clinical and research interests include perioperative use of pharmacogenomics, preoperative anemia and blood management, and obstetric anesthesia.

In her free time, Dr. Suhre enjoys hiking with her husband and two puppies, road trips, and oil painting.

Learning objectives:

After attending this presentation, attendees will learn to:

- Recall that the use of pharmacogenomics is established in multiple disciplines across the field of medicine including cardiology, oncology, and Psychiatry, and is emerging in the field of Perioperative Medicine.
- Recognize that the efficacy, metabolism, and side effects of common drugs used during the perioperative period such as opiates, NSAIDS, and anesthetics are affected by genetic variation.
- Explain how pharmacogenomics can be used to identify patients at risk for Malignant hyperthermia and pseudocholinesterase deficiency which are among the most dangerous conditions for patients undergoing general anesthesia.
- Describe how pharmacogenomics testing may change perioperative outcomes.





4:00pm–5:00pm

Grand Ballroom C - Entry Level



We put space to work.®

Educational Session *All Attendees*

Can a Conversation Change an Outcome? Can a Conversation Save a Life?

Patty Skolnik

Patty Skolnik is a patient safety expert, educator and keynote presenter for Shared Decision-Making, Informed Consent, Dignity for the Patient and Patient and Provider Relationships in healthcare. She founded Citizens for Patient Safety to promote those conversations in healthcare settings that are proven to reduce medical harm. Patty travels worldwide to educate consumers, train medical professionals, and advise lawmakers about how to foster relationships, systems and environments.

Named one of CNN's "Intriguing People," Patty was also invited to the White House to discuss healthcare. She is the proud recipient of the National MITTS HOPE Award, the Colorado Patient Safety Coalition Patient Safety Leadership Award, and The Colorado Trial Lawyers Consumer Protection Award in honor of her son. She is featured in the book "Take Back your Government" by former Colorado State Senator Morgan Carroll and a guest author for the book "Patient Safety and Surgery" by Philip Stahel MD among others.

Her life experience has led Patty Skolnik down a hopeful and constructive path, and along with her warm sense of humor, she brings a powerfully positive mindset about our collective responsibilities for reducing medical harm to her training and advocacy endeavors.

Learning objectives:

After attending this presentation, attendees will learn to:

- *Understand that Shared Decision Making is a process not an event*
- *Explain the value of having family members and or care partners present during informed consent and shared decision-making conversations*
- *Understand how open, honest conversations about the risks, benefits and alternatives to a procedure or treatment can indeed change an outcome or save a life*
- *Recognize the impact of individual performance in system-driven environments*

agenda

thursday october 18



6:00pm–9:30pm

JOE'S Live™

Dinner & Entertainment *All Attendees*

Joe's Live

On Thursday 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.

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–9:30pm.



agenda

friday october 19



7:00am–12:00pm

Grand Registration - Entry Level

6:45am–7:45am

Grand Ballroom C - Entry Level



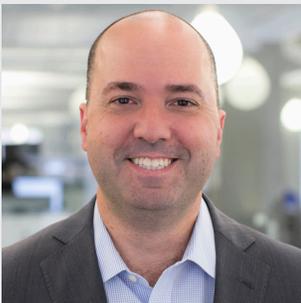
8:00am–10:00am

Donald E. Stevens Convention Center
Hall G



10:30am–11:30am

Rosemont Ballroom - Entry Level



Registration Desk Open

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Breakfast *All Attendees*



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Educational Session

Health Care State of the Union

David Willis, Executive Director, Research

David Willis has more than 25 years of experience as an executive and a management consultant, including 15 years in health care advising some of the nation's largest health systems on strategy development and execution. Additionally, he has worked with more than half of the Fortune 100, advising global leadership teams on best practices in leadership, talent development, employee engagement, and human capital strategy.

As Executive Director, Research at The Advisory Board, Dave serves as a strategic partner to leading health care organizations across the globe, and as a thought leader in many of the most pressing issues facing executives today. His work spans such areas as growth strategy, systemness, change management, consumerism, population health, quality and safety. As a parent of two children with special needs, he is also extremely passionate about the issues of care coordination and patient experience.

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Across his two decades with The Advisory Board, Dave has been a featured speaker at many national and international conferences on health care leadership and strategy. He is a graduate of Carnegie Mellon University, has an MBA from Yale University School of Management and has done post-graduate work at The Wharton School at the University of Pennsylvania. He lives in Virginia and has two wonderful children. Dave's passions include traveling, craft beer, crossword puzzles, and baseball history. Originally from the Boston area, he currently resides in Northern Virginia, but remains a diehard Red Sox fan (though he has learned to pronounce the letter "r").

Learning objectives:

After attending this presentation, attendees will learn to:

- *Describe the economic and regulatory forces driving change in the health care industry*
- *Differentiate the "signal from the noise" when it comes to disruption in the health care industry*
- *Prioritize investments and areas of focus to enable surgery providers (and their partners) to succeed*



Contact Information

Supplier Registration and Sponsorships

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Provider Registration

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