



HCP18 FALL

Hospital Supply Chain Conference

October 17–19, 2018 **Chicago IL**

agenda

titlesponsor





11:30am–7:00pm

Grand Registration – Entry Level

11:30am–4:00pm

Grand Ballroom H – Entry Level



12:00pm–4:00pm

Grand Ballroom E – Entry Level

2:30pm–2:50pm

Rosemont Ballroom – Entry Level

4:15pm–5:30pm

Rosemont Ballroom – Entry Level

5:30pm–6:30pm

Grand Ballroom C – Entry Level



TOTAL VISIBILITY. PROVEN RESULTS.

6:30pm–9:30pm

Meeting Rooms – International Level

Registration for Suppliers & Sponsors

Provider Registration

This special Provider Registration is for all Hospital Supply Chain 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.

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.

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.

Provider Orientation & Sponsor Spotlight

All Hospital Supply Chain 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.

Welcome Reception & Networking Event *All Attendees*

Evening Suites Hosted by our Sponsors *All Attendees*

7:00am–6:00pm

Grand Registration – 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.

7:00am–8:00am

Grand Ballroom C – Entry Level

Breakfast *All Attendees*



8:00am–9:30am

Rosemont Ballroom – Entry Level

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 reimaged 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



9:45am–10:45am

Rosemont Ballroom - Entry Level



Educational Session

Big Data Business Intelligence Solutions in the Health Care Supply Chain

Matthew Shimshock, Vice President, Supply Chain Technology

Matt has thirty years of health care project management, strategic supply chain, and group purchasing experience. He has an undergraduate degree from the Pennsylvania State University and an MBA from St. Joseph's University in Philadelphia. Matt worked for ten years in pharmaceutical manufacturing and four years with Deloitte Consulting Health Care Strategy practice as a non-labor cost consultant. He co-led the implementation of over \$8 million in provider savings through data mining, strategic negotiation, and improved supply chain management.

For the last nine years, Matt has worked for Premier Inc. in the supply chain group purchasing field-force and IT product management. In his current Product Management position, Matt is part of a team that has developed and implemented support applications for Premier's supply chain solutions. He is currently part of the strategic development team to design and build supply chain / clinical data resource utilization, P2P commerce, and core analytics solutions.

Learning objectives:

After attending this presentation, attendees will learn to:

- Detail the importance of leveraging "big data" as a strategic asset in healthcare.
- Describe evidence-based research and clinical decision support techniques that can be applied to value analysis and supply chain initiatives.
- Articulate methods for how to best implement big data business intelligence solutions within supply chain organizations.

SPEND
M+END

11:00am–12:00pm

Rosemont Ballroom – Entry Level



12:00pm–1:15pm

Grand Ballroom C – Entry Level



Educational Session

The Whole is Greater than the Sum of Its Parts - Developing Supply Chain Synergies in an IDN

Charlie Miceli, CPM

Chief Supply Chain Officer, Network Vice President University of Vermont Health Network.

Miceli has set the vision and mission for the University of Vermont Medical Center Supply Chain operation, ranked #1 and #2 by the University Health System Consortium/Vizient in 2012, 2013, 2014, 2015 and 2016. The effectiveness of the supply chain has supported the clinical mission and operations of the University of Vermont Medical Center, OneCare Vermont, and the University of Vermont Health Network.

Miceli has also served as the Vice President of Information Systems for the University of Vermont Medical Center as well as the CIO for the OneCare Vermont Accountable Care Organization.

Key accomplishments include sponsoring the successful integration of biomedical devices with the EPIC EHR, as well as championing interoperability of key clinical applications with EPIC (McKesson PACS).

Prior to joining Fletcher Allen/University of Vermont Medical Center in 2008, Miceli held leadership positions in supply chain, biomedical engineering, and support services at Northwestern Memorial Hospital, Loyola University Medical Center, The University of Chicago Hospital and Health Systems, and Partners Healthcare System in Boston. He has also served as an expert consultant in change management/turn around, cost management, and information systems.

An avid guitarist, Miceli and colleague McKenna Lee founded the musical group McKenna Lee and the Microfixers in 2010. Over the past seven years the group has helped raise over \$20k for charitable causes. He has two adult children with wife Mari, an RN and fellow patient safety advocate who designed and developed the PatientAider app that the Miceli's donated to the Patient Safety Movement Foundation.

Learning objectives:

After attending this presentation, attendees will learn to:

- *Discuss lessons learned from the field on strategy development, prioritization and the value of analytics*
- *Apply ground truth to move forward, cookie cutters not always applicable*

Lunch All Attendees

1:30pm–3:30pm

Donald E. Stevens Convention Center
Hall G

BlueBin

4:00pm–5:00pm

Rosemont Ballroom – Entry Level



We put space to work.®

reverse expo Session I

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

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.



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7:00am–12:00pm

Grand Registration – Entry Level

6:45am–7:45am

Grand Ballroom C – Entry Level



8:00am–9:30am

Rosemont Ballroom – Entry Level



10:00am–12:00pm

Donald E. Stevens Convention Center
Hall G



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Breakfast *All Attendees*

Educational Session

What If... Where Disruption Meets Innovation

Mary Beth Lang

In 2015, Dr. Lang wrote a series of articles for HPN to look at a variety of different companies (e.g. Walmart, Apple, Amazon) to consider “what if” they were involved in healthcare. The intent was to stimulate thought and challenge industry professionals to apply lessons learned to emerging innovation. This session will look back at the initial “what if” predictions and look forward to current disruptive forces that are dynamically changing the way consumers seek care. Disruptive forces are all around us. Supply chain professionals are challenged to re-shape services to address cost, quality and outcomes under a clinically integrated supply chain.

Join Mary Beth Lang for this session focusing on how we have learned over the past few years to identify and respond to emerging trends, what new trends are on the horizon and what it means to you.

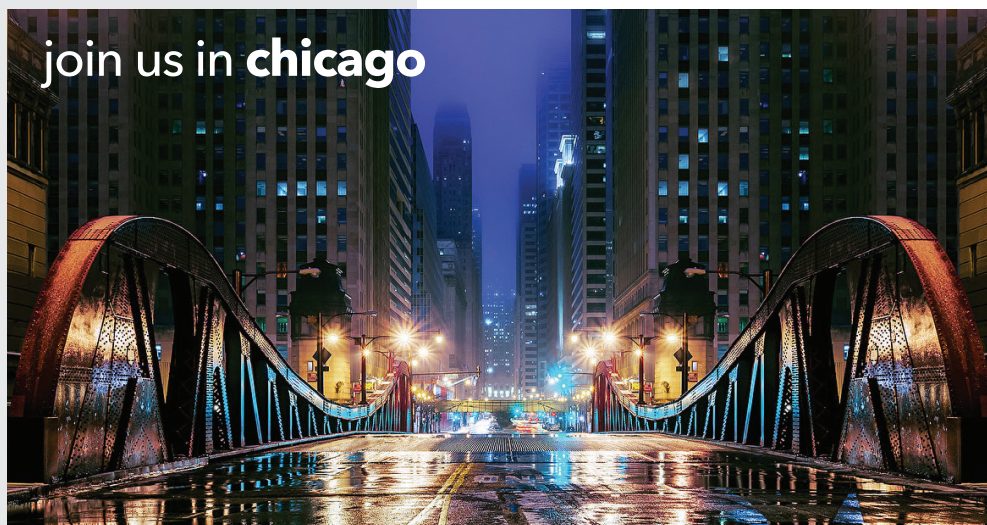
Learning objectives:

After attending this presentation, attendees will learn to:

- *Identify past and current disruptive forces*
- *Assess value of moving to a clinically integrated supply chain*
- *Justify new structures important for you and your organization to respond to change*



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



Contact Information

Supplier Registration and Sponsorships

Katie Educate
Market Sales Manager
615-450-3026
katie.educate@hlthcp.com

Provider Registration

Dan Jewell
Senior Provider Recruiter
727-816-9700
dan.jewell@hlthcp.com