



FAH 2010

Public Policy Conference and Business Exposition



February 28 - March 3 • Washington, D.C. • Marriott Wardman Park Hotel

**Over 30
GPOs / IDNs
attend each year!**

Many health care companies have expressed interest in **expanding** their **sales** in the hospital market. In order to do so successfully, companies will want to be familiar with the Group Purchasing Organizations (GPOs), as well as the Integrated Delivery Networks (IDNs), which represent approximately 90% of the buying volume for the U.S. hospital market. If your company is interested in selling to the hospital market and the U.S. Veterans Administration (VA), we recommend you consider attending the FAH Public Policy Conference and Business Exposition.

This event is **recommended by representatives from the GPOs and IDNs** as an **ideal opportunity for contact with suppliers** of hospital products and services. Representatives from over 30 major GPOs, IDNs and the VA participated in last year's Business Exposition. It may be useful to note that the VA operates the largest integrated health care system in the world.

The Business Exposition, unique to the industry, brings together representatives from both sides of the buying table, affording the **opportunity to interact and conduct business**.

In these difficult economic times, we are finding that many companies are utilizing the FAH Business Exposition as their first quarter, and in some cases their second quarter, travel budget.

**This event is a unique
business development opportunity
steering you towards success
while keeping your costs down!**

Why Attend?

- **Join leaders of the U.S. health care system at one of the nation's top health care meetings**
- **Hear leading experts discuss the future direction of health care**
- **Executive format for quality networking between health care buyers and suppliers**
- **Meet and interact with the decision-makers from key health care purchasing groups**
- **Experience a unique business development opportunity**
- **Opportunity for one-stop shopping for your business requirements**
- **Capitalize on networking opportunities with your peers**

"The FAH Public Policy Conference and Business Exposition is a well-organized forum for public policy discussion, and a very productive meeting for our team with multiple stakeholders."

Ed Jones
Chief Operating Officer
HealthTrust Purchasing Group

Save the date and stay tuned for more information!

Visit www.fah.org or call 501-661-9555

Business Exposition Information

EXPERIENCE INCREDIBLE VALUE FOR YOUR COMPANY

- The opportunity to meet directly with representatives from major GPOs, IDNs and the VA. There will be numerous opportunities for one-on-one meetings with key purchasing decision-makers. To do so outside this venue would involve several months of travel, not to mention the expense and administration involved.
- The unique feature of the Business Exposition is the GPOs, IDNs and the VA are the exhibitors. Supplier attendees have the opportunity to meet buyers in their respective service centers to introduce themselves and their products/services.
- As an added value the supplier companies do not "exhibit". Consequently, there are no booth or product shipping costs on the part of hospital supplier companies.
- The opportunity to attend educational workshops and plenary sessions addressing current issues and trends in today's health care industry. These sessions are valuable for companies doing business in the health care market.
- Attend small breakout sessions with representatives of national GPOs.
- Schedule private business meetings with GPO / IDN representatives.
- Networking! Networking! Networking!

BUSINESS EXPOSITION FORMAT

The FAH Annual Public Policy Conference and Business Exposition provides a unique executive format designed to offer an exceptional opportunity for quality networking between health care buyers and suppliers. Hospital suppliers visit buyers in their service centers during the two-day exposition portion of the executive business conference in an informal setting that lends itself to an exchange of ideas and opportunities among current and potential business partners. Don't miss this business development opportunity!

The Business Exposition offers the opportunity for one-stop shopping for your company's business requirements, including the unique opportunity for large or small supplier companies to meet and interact with the decision-makers from key health care purchasing groups. **Hospital supplier companies must have a FAH Supplier Company Registration Contract in order for your company representative(s) to register and attend the conference and exposition. For more information, please call Bonnie Money Penny, FAH Senior Vice President, Administrative Services at 501-661-9555 or e-mail bmoneypenny@fah.org.**

HOTEL RATES AND RESERVATIONS

Rooms have been set aside for 2010 FAH Public Policy Conference and Business Exposition attendees at the Marriott Wardman Park Hotel in Washington, D.C. Reservations made after **January 25, 2010** are not guaranteed to receive FAH discounted rate and are subject to hotel availability. **Please Note:** a full night's room and tax will be charged for cancellations received less than 7 days prior to arrival.

Marriott Wardman Park Hotel

2660 Woodley Road, N.W.
Washington, D.C. 20008

Reservations: 800-228-9290 Reference: Federation Amer Hosp

On-line Reservations: Marriott.com/wasdt (enter Group Code)

Room Rates:

Park Center Tower	\$274.00	On-line Group Code: FAHFAHA
Wardman Tower	\$294.00	On-line Group Code: FAHFAHW
Concierge Level	\$314.00	On-line Group Code: FAHFAHB

SUPPLIER COMPANY REGISTRATION CONTRACT FEES:

Non-member company \$3,900.00

Includes complimentary registration for 3 company representatives

Member company \$3,900.00

Includes complimentary registration for 4 company representatives

Supplier Company Registration includes:

- Multiple days of interaction at the Buyer Exposition to meet and network with key purchasing executives
- Participation in all plenary sessions and workshops
- Opportunity to participate in GPO informational breakout sessions
- Educational workshops
- Attendance at all social and business functions

Your company must register with a FAH Supplier Company Registration Contract before an individual from the company can register.

"In the wake of impending health care reform, cost-management and other key issues facing the health care industry, the FAH Public Policy Conference and Business Exposition is a valuable forum for health care executives and representatives to network and learn. It provides Broadlane with knowledge and opportunities for improvement to our offerings so that our clients may continue to provide quality care at the best price."

Tom Sherry
Chief Operating Officer
Broadlane

"The FAH Public Policy Conference and Business Exposition is a key networking and educational opportunity for all segments of the health care supply chain including GPOs, Suppliers, and IDNs. Business leaders from across the nation converge in one place to learn, discuss, and debate the key issues facing our industry."

"If you are part of the health care supply chain, you should be here."

Darrel Weatherford
President
Consorta, Inc.



2009 Participating Buying Groups

The 2009 supplier participants took advantage of a unique opportunity for meaningful interaction with the purchasing decision-makers from key hospital systems, group purchasing organizations (GPOs), integrated delivery networks (IDNs) and the Veterans Administration (VA).

Amerinet, Inc.

ARI
Health Resource Services
Inquisit
Intermountain Healthcare
OSF Healthcare
Virginia Mason Medical Center

BayCare Purchasing Partners & BayCare Integrated Service Center

Broadlane

Ascension Health
CHRISTUS Health
Kindred Healthcare
PharMerica, Inc.
Tenet Healthcare Corporation

Cooperative Services of Florida & LeeSar Regional Service Center

GNVHA Ventures, Inc. & Innovatix, LLC

Healthcare Purchasing Resources

HealthTrust Purchasing Group

Community Health Systems
Consorta
HCA Supply Chain Services
LifePoint Hospitals, Inc.
Sisters of St. Francis Health Services
Universal Health Services, Inc.
Vanguard Health Systems

MAGNET Co-Op

Managed Health Care Associates, Inc.

MedAssets, Inc.

Baylor Health Care System

Novation, LLC

Orlando Health & Healthcare Purchasing Alliance

Premier, Inc.

Provista

Resource Optimization & Innovation

VA National Acquisition Center

WNC Health Network

Yankee Alliance

2009 Participating Suppliers

Is your company on this list? Is your competition listed?

The companies listed below were registered for the 2009 FAH Business Exposition.

Don't miss this opportunity for exceptional networking with health care buyers!

For more information, call Bonnie Moneyppenny 501-661-9555 or e-mail bmoneyppenny@fah.org.

Abbott
Advanced Medical Optics (AMO)
Aesculap, Inc.
AGFA HealthCare
Air Liquide Healthcare
Air Products and Chemicals, Inc.
Alaven Pharmaceutical
Alcon Laboratories, Inc.
Alphatec Spine
American Regent, Inc.
Ameridose
AmersourceBergan
Anda, Inc.
Ansell Healthcare Products, LLC
APP Pharmaceuticals, LLC
Applied Medical
Applied Medical Solutions, division of Spectrum Industries
Arizant Healthcare
ArjoHuntleigh
AstraZeneca Pharmaceutical
Atrium Medical Corporation
Attends Healthcare Products
B. Braun Medical, Inc.
Bard, Inc. C. R./The
Bausch & Lomb, Inc.
Baxter Healthcare Corporation
BD
Beckman Coulter, Inc.
Bedford Laboratories
Bioniche Pharma USA
Boston Scientific Corporation
Bracco Diagnostics, Inc.
BREG, Inc.
BSNmedical
Canon USA, Inc.
Cardinal Health, Inc.
Carestream Health, Inc.
Carroll Hospital Group
Cell Therapeutics, Inc.
Cincinnati Sub-Zero
Cintas Corporation
Compression Therapy Concepts
CONMED Corporation
ConvaTec, Inc. (formerly a division of Bristol-Myers Squibb Co.)
Cook Medical
Corporate Express, A Staples Company
Covidien
CuraScript SD
Data Dimensions
Datascope Patient Monitoring - A Mindray Global Company
DePuy Orthopaedics, Inc., A Johnson & Johnson Company
DeRoyal
Diagnostica Stago, Inc.
Dial Corporation/The (a Henkel Company)
Diversified Clinical Services
DJO
Dräger Medical, Inc.
Dukal Corporation
Dunlee-Division of Philips Healthcare
Edwards Lifesciences
EKR Therapeutics
Eli Lilly and Company
Encompass Group, LLC
Energizer
Essential Healthcare Management
ev3
EZ Way, Inc.
FDSI Logistics
Ferris Mfg. Corp.
FFF Enterprises
Fisher Healthcare
Fougera
Fujifilm Medical Systems USA, Inc.
Future Health Concepts, Inc.
GC Hanford Manufacturing Company
GE Healthcare
GE OEC Medical Systems, Inc.
GeneraMedix Inc.
Getinge USA, Inc.
GlaxoSmithKline
Gore & Associates
Graphic Controls LLC
Guaranteed Returns
Hamilton Medical, Inc.
HealthCare Links
HEALTHPOINT, Ltd.
Henry Schein, Inc.
Heritage Bag Company
Herman Miller, Inc.
Hill-Rom Company, Inc.
Hitachi Medical Systems America, Inc.
Hollister Incorporated
Hospira Worldwide, Inc.
Hot Dog USA
ICU Medical, Inc.
I-Flow Corporation
Innovative Healthcare Corporation
Instrumentation Laboratory
Integra-Surgical
Integrated Medical Systems, Inc. (IMS)
Inverness Medical
JHP Pharmaceuticals
Johnson & Johnson
Health Care Systems, Inc.
Karl Storz Endoscopy-America Inc.
KCI USA, Inc.
Kerma Medical Products, Inc.
Kimberly-Clark
King Pharmaceuticals, Inc.
King Systems
Konica Minolta Medical Imaging, Inc.
Laboratory Corporation of America
Laboratory Supply Company
LMA North America, Inc.
Lumenis, Inc.
MAQUET, Inc.
Masimo Corporation
Masterplan, Inc.
Maximus Medical Products
McKesson Corporation
Medastat USA
Medical Action Industries, Inc.
Medical Components, Inc. (Medcomp)
Medical Strategies International, LLC
Medison America, Inc.
Medivators
Medline Industries, Inc.
MedQuist, Inc.
Medrad, Inc.
Medtronic, Inc.
Medtronic Spinal and Biologics
Merck & Co., Inc.
Meridian Bioscience, Inc.
Merit Medical Systems, Inc.
Merry X-Ray Corporation
Mizuho OSI
Mölnlycke Health Care
MOOG
Mycro Medical
Nihon Kohden America
Nikon Instruments, Inc.
Nonin Medical, Inc.
OfficeMax
Olympus America, Inc.
Omniceil, Inc.
Owens & Minor
Paddock Laboratories, Inc.
Parenta Pharmaceuticals
PDC/TimeMed
peerVue Solutions, Inc.
PENTAX Medical Company
Perot Systems
PharmaForce, Inc.
PharmaTurns® Solutions
PharMEDium Services, LLC
Philips Healthcare
Physician Sales & Service
Prizer
Posey Company
Praxair Healthcare Services
Press Ganey Associates, Inc.
Prism Medical
Procter & Gamble
Professional Disposables International, Inc. (PDI)
Professional Hospital Supply
Propper Manufacturing Company, Inc.
Quest Diagnostics Incorporated
Quidel Corporation
RR Donnelley
Rauland-Borg Corporation
Remel (Part of Thermo Fisher Scientific)
Richard Wolf Medical Instruments Corporation
Ricoch Americas Corporation
Roche
Roche Diagnostics
RoundTable Healthcare Partners
Ruhof Corporation
RxElite
Sage Products, Inc.
Sagent Pharmaceuticals, Inc.
Sammons Preston
Sandoz, Inc.
Sanofi-Aventis
Sherwin-Williams Company
Siemens Healthcare Diagnostics
SIZEwise
Skytron
Smith & Nephew
Smiths Medical
SonoSite, Inc.
SourceMark, LLC
Spacelabs Healthcare
Specialty Surgical Instrumentation /The Ultra Container System
SRI Surgical
St. Jude Medical S. C., Inc.
SterilMed, Inc.
STERIS Corporation
Stryker Corporation
Suture Express
3M Health Care
Teleflex Medical
Terumo Medical Corporation
TEVA Health Systems
The Medicines Company
The St. John Companies
TIDI Products, LLC
TomoTherapy, Inc.
Toshiba America Medical Systems, Inc.
Trane
Triad Disposables
Tri-anim Health Services, Inc.
TRIMLINE Medical Products Corporation
TRIOSE, Inc.
Tytex, Inc.
U. S. Foodservice
Varian Medical Systems
Vital Care Reps, Inc.
Vital Images, Inc.
VUEMED, Inc.
Watson Pharmaceutical, Inc.
Welch Allyn, Inc.
WESCO Distribution
West-ward Injectables, Inc.
Williams Medical Company
X-Gen Pharmaceuticals
Ziehm Imaging, Inc.
Ziosoft, Inc.
ZOLL Medical Corporation
Zonare Medical Systems

There is **NO** substitute for face to face meetings!

This event provides the opportunity to conduct business fast and control costs.

For more information on this unique opportunity, contact Bonnie Moneyppenny at 501-661-9555 or bmoneyppenny@fah.org



Supplier Company Registration Contract

2010 Annual Public Policy Conference and Business Exposition

February 28 - March 3, 2010 - Marriott Wardman Park Hotel - Washington, D.C.

Agreement: We agree that this Contract (one company per contract) is expressly subject to attendance at the FAH Annual Public Policy Conference and Business Exposition, February 28 - March 3, 2010. In order to participate in the Public Policy Conference and Business Exposition, **each supplier company must register by completing this Supplier Company Registration Contract. Individual registration forms for contracted supplier company representatives must also be completed for badge purposes and can be accepted after receipt of the Supplier Company Registration Contract with payment.**

We understand the rate for a Supplier Company Registration is:

_____ Member Company - \$3,900.00 (includes complimentary registration for 4 company representatives)
 Registration fee for each additional company representative: \$725.00

_____ Non-Member Company - \$3,900.00 (includes complimentary registration for 3 company representatives)
 Registration fee for each additional company representative: \$800.00

_____ Has your company previously participated in the FAH Annual Public Policy Conference and Business Exposition?

Please complete the following information to compile the 2010 "Supplier Directory" that will be distributed at the Conference. Sign and return to FAH, 650 South Shackleford Rd., Suite 400, Little Rock, AR 72211. If you have any questions please contact Bonnie Moneyppenny, FAH Senior Vice President, Administrative Services at (501) 661-9555 or e-mail to bmoneyppenny@fah.org.

Company Registration Information:

Company _____

Address _____

City _____ State _____ Zip _____

Phone(_____) _____ Ext. _____ Fax (_____) _____

E-mail (required): _____ Web-Site: _____

Name _____ Title _____

Signature _____

Contact Person (if different from above) _____ Phone _____

Supplier Directory Information: This information will be published in the "Supplier Directory" if received by January 12, 2010.

Contact Name _____ Title _____

Address _____

City _____ State _____ Zip _____

Phone(_____) _____ Ext. _____ Fax (_____) _____

E-mail (required): _____ Web-Site: _____

Company Description (25 - 50 words) _____

Signature _____ Date _____

Payment Information: Full payment must accompany Supplier Company Registration Contract.

Send payment to: **Federation of American Hospitals**
650 South Shackleford Rd., Suite 400
Little Rock, AR 72207
(501) 661-9555 phone (501) 663-4903 fax

American Express MasterCard VISA

Credit Card # _____ Security Code _____ Expiration _____

Name as it appears on card _____ Signature _____

Cancellation/Refunds: Supplier Company Contract cancellations must be made in writing to Bonnie Moneyppenny. Cancellations received prior to December 15, 2009 will have a \$300.00 administrative fee deducted from refund. (No Supplier Contract refunds after December 15, 2009.)



FAH Public Policy Conference and Business Exposition

February 28 - March 3, 2010

REGISTRATION FORM

**Registration Deadline
February 16, 2010**

1. REGISTRATION TYPE *(required)*:

Questions? Contact Bonnie Money Penny at 501.661.9555 or e-mail bmoneypenny@fah.org

- Supplier Company Representative**
(Your company must have a Supplier Company Contract in order for a company representative to register and attend the FAH Conference and Business Exposition.)
- Non-Supplier Attendee**
(Including representatives of hospitals, hospital management companies, IDNs and GPOs)

2. REGISTRATION INFORMATION *(Please type or print)*

Are you a First Time Attendee? Yes No

Name _____

Title _____

Organization _____

Address _____

City _____ State _____ Zip _____

Phone (_____) _____ Fax (_____) _____

E-mail *(required)* _____

Spouse/Guest Name _____

Special Services: Please check here if you require special accommodations to fully participate. Attach a written description of your needs.

Emergency Contact *(required)* _____ Phone (_____) _____

3. ORGANIZATION TYPE

(Check one only.)

- Manufacturer
- Distributor
- Manufacturer / Distributor
- Multi-Hospital System
- Hospital
- GPO
- IDN
- Association
- Other _____

4. WORKSHOPS / EVENTS *(included in Conference registration fee)*

EDUCATIONAL WORKSHOPS: *(Register for Workshops you will attend)*

Monday, March 1 *(Check one only.)*

- A** Capital Equipment Workshop 1:30 pm - 3:30 pm
- B** Pharmaceutical Workshop 1:30 pm - 3:30 pm

Tuesday, March 2

- C** Attendee Educational Luncheon 11:15 am - 1:00 pm
- D** Supply Chain Forum Workshop 1:30 pm - 3:30 pm

EVENTS: *(Register for Events you will attend)*

- E** I will attend Chairmen's Dinner, Tuesday, March 2
- F** I will attend Health Reform Update Breakfast, Wednesday, March 3

6. PAYMENT PROCESSING

Mail, Fax or E-mail completed form with full payment:

MAIL: Federation of American Hospitals
650 South Shackleford Road, Suite 400
Little Rock, AR 72211

FAX: 501.663.4903

E-MAIL: mdurham@fah.org

QUESTIONS: 501.661.9555

CHARGE MY CREDIT CARD: American Express MasterCard VISA

Credit Card Number _____ Security Code _____ Expiration _____

Name as it appears on card _____

Signature *(required)* _____

5. CONFERENCE REGISTRATION

Sunday, February 28 - Wednesday, March 3

Reminder: Hospital supplier companies must complete the Contracted Supplier Company Registration Contract in order for a company representative to register and attend the FAH Conference and Business Exposition.

FAH Conference and Exposition	Amount
<input type="checkbox"/> FAH Member	\$ 725 _____
<input type="checkbox"/> Non-Member	\$ 800 _____
<input type="checkbox"/> Spouse/Guest (Conference Only)	\$ 450 _____
Total	_____

Cancellation / Refund Policy:

- NO refunds of Supplier Company Contracts after **December 21, 2009**
- Cancellations / requests for refunds must be made in writing and provided to Melody Durham, FAH Registrar
- 100% refund if the individual request is received by **February 8, 2010**
- 75% individual refund **February 9 through February 15, 2010**
- NO refunds of individual registration fees after **February 15, 2010**
- Substitutions and/or replacements accepted through **February 15, 2010**
- Attendees must register on-site after **February 16, 2010**

7. ATTENDEE WAIVER *(Please read and sign.)*

As an attendee of the Federation of American Hospitals' Public Policy Conference ("Conference"), I hereby give my permission to the Federation of American Hospitals to photograph, videotape, and/or record me during my participation in the Conference and its various meetings and forums. This grant of permission is general in nature and is intended to cover any photography, videotaping, and/or recording in public places during Conference events. I acknowledge that the Federation of American Hospitals seeks this same authorization from all Conference attendees related to their general participation. I agree and acknowledge that I am undertaking such participation in FAH activities as my own free and intentional act, and I am fully aware that possible physical injury might occur to me as a result of my participation in these activities. I give this acknowledgement freely and knowingly and that I am, as a result, able to participate in the FAH activities, and I do hereby assume responsibility for my own well being. I also agree not to allow any other individual to participate in my place.

Signature *(required)* _____ Date _____

Spouse/Guest Signature *(required)* _____ Date _____



HOTEL Reservation Form

Marriott Wardman Park Hotel

2660 Woodley Road, N.W. • Washington, D.C. 20008

is pleased to welcome

Federation of American Hospitals

February 28 - March 3, 2010

**Hotel Cut-Off
January 25!**

**Reservations received after 1/25/10 will be confirmed on a space available basis.
Room block fills quickly and cut-off date does not guarantee availability of rooms.**

Please complete all information and mail or fax directly to the Marriott Wardman Park Hotel.
Changes and cancellations should be made directly with the hotel. Hotel will send confirmations 5-10 days after receipt of reservation.

Name _____

Firm _____

Street _____

City _____

State _____ Zip _____

Phone (____) _____

Fax (____) _____

E-Mail (required) _____

Share with _____

Arrival Date _____

Departure Date _____

Room Type Request

Park Center Tower Single \$274.00

Wardman Tower Single \$294.00

Concierge Level Single \$314.00

Special Requests

King Bed 2 Double Beds

Accessible Room

Room types and special requests such as bed type and connecting rooms are subject to availability. Please note our check in time is 3:00 p.m. Check out time is 12:00 Noon.

Special Room Request _____

MARRIOTT WARDMAN PARK HOTEL
 Attn: Reservations
 2660 Woodley Road, N.W., Washington, D.C. 20008
 Reservations Telephone: (800) 228-9290
 Reservations Fax: (202) 387-5386
 Main Telephone: (202) 328-2000
 On-line: Marriott.com/wasdt
 Reference: Federation Amer Hosp

GUARANTEE: All rooms must be guaranteed by one night's advance deposit or credit card.

CANCELLATION: Please be advised a full night's room and tax will be charged for cancellations received less than 7 days prior to arrival.

METHOD OF PAYMENT:

CHECK - Send by mail
 Please mail completed housing form and check (payable to Marriott Wardman Park Hotel) for one night's room deposit (including 14.5% hotel tax).

OR

CREDIT CARD - Send by mail or fax
 Please check credit card type and complete information below:

American Express Discover

Carte Blanche Mastercard

Diners Club VISA

Card Holder's Name _____

Signature _____

Credit Card Number _____

Credit Card Security Code _____ Expiration Date _____

ON-LINE RESERVATIONS:
 To make reservations on line:

1. Marriott.com/wasdt
2. Select a date
3. Enter Group Codes
4. Click on "find"

Group Codes:

A. FAHFAHA Park/Center Tower
 B. FAHFAHW Wardman Tower
 C. FAHFAHB Concierge Level

Tentative Schedule

(Dated November 16, 2009 - schedule subject to revision)

SUNDAY, FEBRUARY 28

1:00 pm - 7:00 pm	FAH Conference Registration
1:00 pm - 7:00 pm	Cyber Cafe
3:30 pm - 5:00 pm	Buyer / Supplier Orientation
5:00 pm - 6:00 pm	New Contracted Supplier Reception (By Invitation Only)
6:00 pm - 7:00 pm	Welcome Reception* (All Attendees)

MONDAY, MARCH 1

7:00 am - 6:30 pm	FAH Conference Registration
7:00 am - 6:30 pm	Cyber Cafe
8:15 am - 9:15 am	Opening Session* (All Attendees)
9:15 am - 10:00 am	Buyer / Supplier Private Business Meetings
9:30 am - 10:30 am	Board of Governors / General Membership Meeting
10:00 am - 10:30 am	GPO Informational Breakout - Morning Session I (Pre-registration required.)
10:00 am - 12:00 pm	Buyer Exposition I (Blue, White and Yellow Badges A-I) (Contracted Suppliers with Yellow Badges visit Buyer Service Centers)
10:30 am - 6:00 pm	FAH Committee Meetings (Committee Members Only)
11:00 am - 11:30 am	GPO Informational Breakout - Morning Session II (Pre-registration required.)
12:00 pm - 1:30 pm	Buyer / Supplier Private Business Meetings
1:30 pm - 3:30 pm	Capital Equipment Workshop
1:30 pm - 3:30 pm	Pharmaceutical Workshop
3:45 pm - 4:15 pm	GPO Informational Breakout - Afternoon Sessoin I (Pre-registratin required.)
3:45 pm - 5:45 pm	Buyer Exposition II (Blue, White and Green Badges I-Z) (Contracted Suppliers with Green Badges visit Buyer Service Centers)
4:45 pm - 5:15 pm	GPO Informational Breakout - Afternoon Session II (Pre-registration required.)
6:00 pm - 7:00 pm	Sponsor / FAH Board of Directors Reception (By Invitation Only) (Platinum, Gold, Silver and Bronze Sponsorship Levels Only)
6:00 pm - 7:00 pm	Buyer / Supplier Reception* (All Attendees)

TUESDAY, MARCH 2

7:00 am - 5:00 pm	FAH Conference Registration
7:00 am - 8:00 pm	Cyber Cafe
7:30 am - 8:15 am	FAH Committee Meetings (Committee Members Only)
7:30 am - 8:30 am	Buyer / Supplier Private Business Meetings
8:30 am - 11:00 am	Plenary Session* (All Attendees)
11:15 am - 12:30 pm	FAH Committee Chair Luncheon Meeting
11:15 am - 1:00 pm	Attendee Educational Luncheon* (All Attendees)
11:15 am - 1:30 pm	Buyer / Supplier Private Business Meetings
12:30 pm - 1:30 pm	Executive Committee Meeting
1:30 pm - 3:30 pm	Supply Chain Forum Workshop
2:00 pm - 5:00 pm	FAH Board of Directors Meeting
3:45 pm - 5:00 pm	Buyer Exposition III (Blue, White, Yellow and Green Badges) (Contracted Suppliers with Yellow and Green Badges visit Buyer Service Centers)
6:00 pm - 8:00 pm	Chairmen's Reception / Dinner* (All Attendees)

WEDNESDAY, MARCH 3

8:00 am - 9:00 am	FAH Conference Registration
8:00 am - 10:30 am	Cyber Cafe
8:30 am - 10:00 am	CMS / Health Reform Update Breakfast* (All Attendees)

*** Members of the media are invited to attend these functions only**



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February 28 - March 3 • Washington, D.C. • Marriott Wardman Park Hotel

PRESORTED
FIRST-CLASS MAIL
U.S. POSTAGE PAID
FEDERATION OF
AMERICAN HOSPITALS
PERMIT NO. 90

650 S. Shackleford Rd., Suite 400
Little Rock, Arkansas 72211

**Over 30
GPOs / IDNs
attend each year!**

CONFERENCE HIGHLIGHTS

- 3 GPO / IDN exposition sessions
(Contracted supplier company representatives visit GPO / IDN service centers)
- GPO informational breakout sessions
- Meet one-on-one with key decision-makers
- Educational workshops and sessions addressing current issues and trends in today's health care market

Don't miss the premier event for quality networking between health care buyers and suppliers!
A great forum for large or small hospital suppliers to access today's purchasing executives.

Attendance Benefits for Hospital Suppliers

- Access to 200+ GPO / IDN representatives!
- Opportunity to schedule private business meetings with GPO / IDN representatives
- Suppliers visit GPO / IDN representatives in the GPO / IDN service centers
- GPO informational breakout sessions
- Reach your target customers quickly!
- Maximize productivity and minimize downtime
- Deliver your message to the right prospects!
- Direct savings to you, the hospital supplier
- Save you and your company time and money!
- Eliminates need for excessive travel
- No need to ship your booth or product!



"For me, this is one of the more important meetings of the year as it gives me the opportunity to meet with many new suppliers I might not see.

For those small and growing companies the FAH Business Exposition provides the opportunity to see all the major GPOs in one location.

It's efficient and economical."

Gary Freeman, RPh, MBA
Vice President, Pharmacy
Amerinet

For more information on this unique opportunity, please contact FAH:
501-661-9555 E-Mail: bmoneypenny@fah.org www.fah.org

**Access to 200+ GPO / IDN Representatives helps keep your costs in line!
Approximately 90% of the buying power in the health care industry in one location!**