

Educational Sessions

Conference Orientation Session

Sunday, March 1 | 1:00 pm – 2:00 pm
Room: Maryland

The program is designed to provide first-time attendees with helpful tips and expert insight, provided by both buyers and suppliers, on how to make your time spent at the conference to be both beneficial and productive to you and your company. A tour of the exposition hall will also be included in the session.

Breaking Through as a Small Business

(For suppliers with less than \$75M in annual health care sales)
Sunday, March 1 | 5:15 pm – 6:30 pm
Room: Maryland

This program is for all medical companies with sales under \$75 million including start up, woman, minority or veteran owned. This panel of suppliers will share their tips and tools on how they successfully created an approach to build and navigate successful relationships with Group Purchasing Organizations (GPOs) and Integrated Delivery Networks.

Moderator:

Dennis Daar
Managing Partner
Medical Strategies International, LLC

Panelists:

Steve Basile
Healthmark Industries Company, Inc.

Sam Kumar
President and CEO
Myco Medical

Poyee Tai
Executive Vice President
Tronex

The Great Value Analysis Debate

Monday, March 2
Room: Maryland

Monday, March 2 | 9:15 am – 10:45 am (Suppliers with Green Badges)

Monday, March 2 | 3:15 pm – 4:45 pm (Suppliers with Yellow Badges)

Session Description

The Great Value Analysis Debate – In this session attendees will gain a better understanding of Value Analysis as an essential component of the delivery of healthcare.

Objectives

Define Value Analysis

Understand why Clinical Integration in Supply Chain equals Value Analysis

Help to change the narrative of “Suppliers don’t know/Providers don’t understand”

Determine the necessary steps towards agreement of a standardized approach

Moderator:

Dee Donatelli, Dee Donatelli Consulting, LLC

Panelists:

Brian Holmes, Vice President, Strategic Accounts, Medtronic

Jay Kirkpatrick, Vice President, Supply Chain Operations, LifePoint Health

Robin Lane, Director Value Management and Analysis, UPMC

Emily Somers, Vice President of Marketing, Acute Care, Medline Industries, Inc

Capital Equipment Workshop

Tuesday, March 3 | 8:15 a.m. – 9:45 a.m.

Room: Thurgood Marshall West

Title

2020 Clarity: Key Decisions for Capital Acquisition

Description

Three distinct topics that will impact capital acquisition process and what you need to know about it.

Session Format

The 90-minute session will focus on 3 key areas of Capital Equipment. Each panelist will have 15 minutes to provide an update on their topic. The remaining time will be used for Q & A from the audience.

1. Clinical – Outcomes/Value Analysis
2. Financial – FASB Rules/The Impact and Effect of FASB/TCO
3. Contracting – EPP/Cyber Security/Interconnectivity/Accountability/Incorporate Hospital System Perspectives

Moderator

John Pritchard, Publisher, The Journal of Healthcare Contracting

Panelists

- Mary Beth Lang, Chief Supply Chain and Procurement, Kaiser Permanente
- Omosede Ogiamien, Partner, Finance, Accounting & Reporting Transformation, Deloitte
- Patrick Flaherty, UPMC

Pharmaceutical Workshop

Tuesday, March 3 | 8:15 am – 9:45 am

Room: Thurgood Marshall North

Session Title: “Understanding the Why’s in Drug Costs and Managing the Impact on Patient Care”

Session Description: This session will focus on managing the overall cost of drugs and will explore manageable solutions for patient care.

Objectives:

- Discuss public health impact of drug cost on patient care
- Outline the steps that are being taken to impact drug cost on patient care
- Facilitate dialogue with the public and providers to understand their perspective on drug cost and its impact on patient care
- Explore solutions to manage the overall cost of drugs

Session Format:

- Panelists will provide an overview and review key drivers of drug cost
- Various health professionals will discuss their perspectives
- Q&A (25 minutes)

Moderator:

Myla Maloney

Vice President, Strategic Accounts

Premier, Inc.

Panelists:

Osama Abdelghany, PharmD, MHA, BCOP

Associate Director, Oncology Pharmacy Services

Chair, Yale University Oncology Institutional Review Board

Program Director, PGY2 Oncology Residency

Yale New Haven Health

Jenny Bryant

Executive Vice President for Policy and Research

PhRMA

Craig Burton

Vice President of Policy

Association for Accessible Medicines (AAM)

Patricia A. Ford M.D.

Clinical Professor of Medicine
University of Pennsylvania School of Medicine in Philadelphia
Penn Hematology/Oncology

Steven Lucio, PharmD, BCPS

Vice President
Center for Pharmacy Practice Excellence
Vizient

Purchased Services Workshop

Tuesday, March 3 | 8:15 a.m. – 9:45 a.m.

Room: Thurgood Marshall South

Title: The Evolution of Purchased Services Workshop

Value Statement: Purchased services at hospitals and health systems have evolved greatly over the past decade. Once a small proportion of overall spend, they now represent a major component of any health system's budget. The theme of this workshop will highlight how these services have evolved and where they are going. This workshop will highlight how the provider and supplier allocate resources and work together to achieve positive outcomes for their organization and their patients. In the end, the purchased services must contribute both the health system and the suppliers achieving their overall strategic goals.

Moderator: Mark Dixon, President, The Mark Dixon Group, LLC

Panelists:

1. Joseph M. Schulman, Senior Vice President, Population Health, Business Transformation, Northwell Health
2. George Sprinkel, Chief Financial Officer, George Washington University Hospital
3. Raquel Toombs, CCMP, Senior Director, Strategic Sourcing – Purchased Services Category Lead, Supply Chain Operations, Community Health Systems
4. Curtis Lancaster, VP of Supply Chain at Dartmouth Hitchcock

Session Objectives

- Understand how Purchased Services Programs have evolved over the past five years
 - Understand the importance of Purchased Services in changing healthcare markets
 - Learn from experts where the overall management of purchased services is heading over the next five years
 - Learn how to quantify the value of Purchased Services and hear from providers on how they are deploying resources to manage Purchased Services
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Supply Chain Forum Workshop
Tuesday, March 3 | 12:15 a.m. – 1:45 a.m.
Room: Marriott Ballroom

Disruptors or Interrupters? Managing the perceived barriers and opportunities created by the changing Healthcare landscape and the impact on providers and suppliers.

Objectives

Explore disruptors and disruptive innovations and how they will impact suppliers and providers throughout the healthcare continuum.

How are policy disruptions like tariffs, drug shortages, Medicare for all, etc. impacting supply chain?

What technologies are most likely to gain traction? What role will AI, blockchain, Telemedicine, play in where and how healthcare is delivered to the consumer?

What can be done to “de-risk” the supply chain to address these challenges? How can providers and suppliers address these challenges together?

How will these changes impact the triple aim of cost, quality and outcomes?

Moderator

Joe Walsh, President, Supply Chain Sherpas.
President

Panelists

Amanda Chawla, Vice President of Supply Chain, Stanford Health Care
Steve Kiewiet, Chief Commercial Officer, Intalere
Bruce Radcliff, Vice President Strategic Sourcing, Advocate Aurora Health
John Young, MD, MBA, Chief Medical Officer, HealthTrust