

Agenda
ANAE Annual Conference
July 21-22, 2014
Chicago, IL

Legend

General	Pharma	Distribution	Gov't Accts
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Bonus Pre Session
(Government Session)

July 21

10:15 a.m.	<p>Welcome</p>	<p>John Pritchard President, ANAE Publisher, <i>Journal of Healthcare Contracting</i>, the MAX, and <i>ACO Insights</i></p>
10:30 a.m.	<p>Keynote: Government Accounts Contracting with VA Hospitals Aim: Attendees will hear an overview of selling medical equipment and supplies to the federal government, with a focus on:</p> <ul style="list-style-type: none"> • Dollar volume potential • The advantages and pitfalls of government acquisition programs 	<p>Paul Skalman, CEO Skalman Consulting</p>
11:00 a.m.	<p>Government Accounts Panel Hosted by Paul Skalman</p> <p>Aim: Moderated by Paul Skalman, this panel will address:</p> <ul style="list-style-type: none"> • An acquisition expert's perspective on contracting with the Government • Government Accounts Strategic Plan & Focus, • The differences between contracting with the CDC, Dept. of Defense, and the VA. 	<p>Paul Skalman (Moderator) CEO Skalman Consulting</p> <p>James N. Phillips Jr., CFCM, Fellow, FAC-C Level III Acquisition Chief U.S. Department of Veterans Affairs (VA), National Center for Patient Safety</p> <p>Leonard Nall Government Accounts and Corporate Accounts Manager Terumo Medical Corporation</p> <p>Mark Osterman Vice President, National Accounts Covidien</p>
12:00 p.m.	Networking Lunch	All
1:00 p.m.	Welcome	<p>Tim Brack Director of Training, Education, and Meetings MDSI and ANAE</p>
1:10 p.m.	<p>Keynote</p> <p>Aim: During this presentation Joe will discuss today's challenges in the era of healthcare reform, with a specific focus on:</p> <ul style="list-style-type: none"> • Retail entering into the healthcare arena • Walmart's current and future strategy on clinics, distribution, ACOs and other area of exploration within healthcare 	<p>Joe Quinn, Senior Director of Public Affairs and Government Relations Walmart</p>

2:10 p.m.	Networking Break	All
2:30 p.m.	<p>Current Supply Chain Trends In Provider Organizations Today</p> <p>Aim: During this panel discussion you will hear from four provider organizations as they share:</p> <ul style="list-style-type: none"> ▪ Mission, Vision and Values of their organization ▪ Their system's make up ▪ An overview of their supply chain operation and strategy on: <ul style="list-style-type: none"> ▪ Contracting ▪ Distribution (self, prime or hybrid) ▪ Regional aggregation ▪ New trends they are experiencing in supply chain ▪ The most effective way for suppliers to work with their organizations to ensure optimal outcome for both the supplier and provider 	<p>John Strong Principal John Strong, LLC</p> <p>Tony Johnson Vice President Supply Chain Novant Health</p> <p>Mike Rosenblatt Corporate Vice president Supply Chain Management SSM Health Care</p> <p>Joe Volpe Vice President Supply Chain Management Wheaton Franciscan Healthcare</p> <p>Tony Ybarra Senior Vice President Supply Chain Community Hospital Corporation</p>
2:30 p.m.	<p>Pharmacy Director Panel</p> <p>Aim: During this discussion, panelists will discuss relevant pharmacy topics, including:</p> <ul style="list-style-type: none"> • The diverse IDN/IHN/ACO models and hierarchy • Their supplier customers and how their customers define VALUE • Specific areas in which IDNs need assistance: clinical, financial, patient satisfaction, etc. 	<p>Fred Pane - Moderator Senior Director Pharmacy Solutions and Customer Engagement The Medicines Company</p> <p>Tina Smith, Director, Pharmacy Supply and Service Resource Management Dignity Health</p> <p>Jim DeFazio Director, Clinical Value Analysis & Pharmacy Services Bon Secours Health System</p>
4:00 p.m.	Break	All
4:15 p.m.	<p>GPO Breakouts & Networking</p> <p>During these breakout sessions you will have the opportunity to sit with and talk to the GPOs with whom you need/want to connect. There will be a session with two concurrent GPO discussions, followed by a second session with two more concurrent GPO discussions.</p>	<p>Health Trust Purchasing Group</p> <p>VHA</p> <p>Martine Aversa Premier</p>
5:30 - 6:30 p.m.	Networking Reception	All
<u>July 22</u>		
7:30 a.m.	Networking Breakfast	All
8:30 a.m.	<p>A Look into Presence Health</p> <p>Aim: During this presentation you will hear information related to:</p> <ul style="list-style-type: none"> • Mission, Vision and Values of Presence Health • Presence Health's system make-up • Presence Health's supply chain operation and strategy on: <ul style="list-style-type: none"> ○ Contracting ○ Distribution 	<p>Rick Salzer System Vice President - Supply Chain Presence Health</p>

- Regional aggregation
- Self-contracting
- Evolution of the Presence Health supply chain in an era of reform
- The most effective way for suppliers to work with Presence Health to ensure optimal outcome for both the supplier and provider

9:30 a.m.	Break	All
10:00 a.m.	<p>Supply Chain Panel – Ambulatory Care Integration</p> <p>Aim: As the moderator, Mark Dixon will share his expertise in what's happening in ambulatory care integration. Panelists will discuss their system overview and alternate site supply chain strategies, with specific focus on:</p> <ul style="list-style-type: none"> • System overview • Vision for their Ambulatory care segment • Alternate site strategy <ul style="list-style-type: none"> - Growth expected in this area - Distribution to this area (self, distributor or hybrid model) • How they are integrating new customers • How vendors and distributors help in this area 	<p>Mark Dixon (moderator) President The Mark Dixon Group, LLC</p> <p>Phil Mears Senior Vice President Supply Chain Mount Sinai Medical Center</p> <p>Laura Kowalczyk, JD, MPH AVP Supply Chain Services UF Health Shands Hospital</p>
11:30 a.m.	Networking Lunch	All
12:30 p.m.	<p>Leadership and Executive Sales Development</p> <p>Aim: This interactive session will focus on leadership success stories, how to build your own brand, strategy and effective leadership skills and strategies.</p>	<p>Randy Chittum, Ph.D. President Still-Leading.com</p>
3:15 p.m.	Adjourn	

**Bonus Post Session
(Distribution and Strategic Account Manager Training)**

3:30 p.m.	<p>Strategic Account Manager Training</p> <p>Aim: During this session we will discuss the US Healthcare System, where caregivers are currently focusing, and how to most effectively deliver value in this era of reform. Attendees will discuss issues they are seeing in the field and how to overcome customer objections. This will be fun and interactive session where we will begin an overall SAM training program to build from.</p>	<p>Tim Brack Director Education MDSI</p>
3:30p.m.	<p>A Look Into Distribution</p> <p>Aim: During this program, attendees will learn from key executives within distribution. We will discuss where these organizations are currently focusing, how they plan to remain relevant with consolidation and healthcare reform shifting their customer landscape. This will be an interactive session with a Q & A portion at the end.</p>	<p>Bill Barr Vice President Healthcare Services Henry Schein, Inc.</p>
5:00 p.m.	Adjourn	

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