



Agenda
ANAE Annual Conference
July 20-21, 2015
San Diego, CA

Legend

General	Pharma	Distribution	Gov't Accts
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July 20

1:00 p.m.
Grand D

Welcome

John Pritchard
 President, ANAE;
 Publisher, *The Journal of Healthcare Contracting*, *Repertoire Magazine*, *ACO Insights magazine*, and the MAX

1:30 p.m.
Grand D

Chris Van Gorder – The Front-Line Leader

Aim: Fourteen years ago, San Diego-based Scripps Health was in disarray. It was struggling financially, the staff had lost confidence in the leadership, and employee morale was at an all-time low. Today, the story is very different. How did Scripps Health make the change from a struggling health system into a \$2.6 billion IDN?

Chris Van Gorder
 CEO
Scripps Health

In an illuminating keynote, Scripps Health CEO Chris Van Gorder, former chair of the American College of Healthcare Executives, and author of *The Front-Line Leader*, will share how the IDN was able to turn itself around and become the organization it is today. His presentation will highlight the transformative power of front-line leadership and how a strong corporate culture can help sustain an organization in the bad times, the good times, and in times of extreme change.

All participants will receive a copy of Van Gorder's recent book, *The Front-Line Leader*.

2:30 p.m.
Grand D

Supply Chain Trends in Provider Organization's Today

Aim: During this panel discussion, representatives from three provider organizations will share the following about their organizations:

- Mission, Vision, and Values
- An overview of their supply chain operations and strategies on:
 - Contracting
 - Regional Aggregation
 - Distribution
- New trends in supply chain

Lisa Thakur
 Corporate VP Operations and Clinical Support Services
Scripps Health

Linda Hebish
 Administrative Director, Supply Chain
Virginia Mason Medical Center

Frank Fernandez
 AVP, Supply Chain
Baptist Health South Florida

- How suppliers can most effectively work with their organizations to ensure optimal outcomes for the provider and supplier

2:30 p.m.
Ocean Beach

A Look Into Distribution

Aim: This will be an interactive session with a Q&A at the end. Scott McDade will share McKesson's current focus, as well as how the company plans to remain relevant in the midst of healthcare reform and the recent provider consolidations that are shifting its customer landscape.

Scott McDade
VP Health Systems/Corporate Accounts
McKesson Corporation

4:00 p.m.

Break

All

4:15 p.m.
Grand D

Amazon – B2B Procurement

Aim: The industry for medical supplies and equipment is rapidly changing thanks to the combination of new legislation, as well as provider procurement strategies, technology, and pricing pressure that have manufacturers looking for alternate methods of selling and distribution. Stockman will provide an overview of how Amazon Business is expanding into B2B procurement in a variety of industry verticals – including healthcare.

Jennifer Stockman
Senior Vendor Manager, Professional
Healthcare
Amazon Business

5:00 p.m.

Adjourn

5:15 - 6:15 p.m.
Marina Courtyard

Networking Reception

All

July 21

8:00 a.m.
Marina Courtyard

Networking Breakfast

All

9:00 a.m.
Grand D

A Look Into Intermountain Healthcare

Aim: During this presentation, Koford will share information about Intermountain Healthcare, including:

- Mission, Vision, and Values
- The system's make-up
- Supply chain operations and strategy on:
 - Contracting
 - Distribution
 - Regional aggregation
 - Self-contracting
- How the system has evolved in an era of reform
- How suppliers can most effectively work with their organizations to ensure optimal outcomes for the provider and supplier

Kreg Koford
Director of Supply Chain Solutions
Intermountain Healthcare

9:00 a.m.
Ocean Beach

A Look into Henry Schein and Distribution Best Practices

Aim: During this session, Lanni will cover:

- An overall update about Henry Schein and its customers

Nancy Lanni
GM National Accounts, Healthcare
Services
Henry Schein Medical

- Strategic partnerships
- Purchasing patterns/standardization in physician offices and specialty practices
- Primary-care and alternate-site distribution
- Custom-product formularies
- How to work most effectively with joint customers
- Best practices of those who work with Henry Schein's SAM teams

10:00 a.m.

Networking Break

All

10:15 a.m.
Grand D

Supply Chain Panel – Ambulatory and Continuum of Care Integration

Mark Dixon (moderator)
President
The Mark Dixon Group

Aim: Mark Dixon will moderate this session. He will set the stage by sharing his expertise on current trends in IDNs' integration of clinical services across the entire continuum of care. Panelists will provide an overview of their systems with a specific focus on:

Kelly Nelson
System Director Business Development and Projects
Fairview Health Services

- Vision for continuum of care segment, including:
 - Ambulatory care
 - Post-acute care (home health, SNFs, ALFs, etc.)
- Alternate-site strategy:
 - Expected growth
 - Distribution challenges and opportunities
- How the system's ambulatory and post-acute strategies fit into to the overall supply chain agenda
- How their strategies as health systems move into population-health and other value-based initiatives
- How vendors and distributors can most effectively work with their organizations to ensure optimal outcomes for the provider and supplier

Kevin Thompson
Chief Supply Chain Officer
Sharp HealthCare

Stormy Thomas
Non-Acute Clinical Services Supply Manager
Texas Health Resources

Jason Gateas
Executive Director, Supply Chain Management
EPIC Management LP

10:15 a.m.
Ocean Beach

Pharmacy Panel

Fred Pane (Moderator)
Senior Director Pharmacy Solutions and Customer Engagement
The Medicines Company

Aim: During this discussion, moderated by Fred Pane, panelists will discuss relevant pharmacy topics, including:

- The diverse IDN and ACO models
- Their supplier customers
- How their customers define "value"
- Specific areas in which IDNs need assistance (clinical, financial, patient satisfaction, etc.)

Mimi Nguyen
System Director of Pharmacy and Clinical Nutrition
Sharp HealthCare

Vincent Giambanco
Operational Director of Pharmacy
New York City Health and Hospitals Corporation

John VanEckhout
Chief Pharmacy Officer
Paventia Health

11:45 a.m. Marina Courtyard	Networking Lunch	All
12:45 p.m. Grand D	<p>Where Cost and Quality Meet: A Pharmacy Perspective</p> <p>Aim: During this presentation Thomas will present:</p> <ul style="list-style-type: none"> • An overview of CHRISTUS Health and its supply chain and pharmacy departments • How CHRISTUS Health purchases pharmacy products • How pharmaceutical companies can best leverage the quality measures and outcomes for pharmaceuticals • The makeup of CHRISTUS Health’s pharmacy committee • CHRISTUS Health’s Disproportionate Share Hospitals (DSHs) • How suppliers can work most effectively with CHRISTUS to ensure optimal outcomes for the provider and supplier 	<p>Myra Thomas Director of Contracting and Resource Utilization CHRISTUS Health</p>
1:45 p.m.	Meeting Wrap-Up and Adjourn	

We are offering two post sessions immediately following the ANAE Conference which we believe will be of great value. The sessions are listed below.

Special Bonus Session 1 Effective Tools to Positively Impact Your Sales-Team Efforts

2:00 p.m. Ocean Beach	<p>Tools to Aid in Segmenting, Researching, and Understanding Your Customer</p> <p>Aim: In this session, we will explore how to use MDSI tools to better understand and target your customers.</p>	<p>Alicia O’Donnell Supplier Relations and Product Manager MDSI</p>
3:30 p.m.	Wrap-Up and Adjourn	

Special Bonus Session 2 Contracting for Government Accounts

2:00 p.m.
Grand D

Overview of the Defense Health Agency and Enterprise Standardization Program

Aim: Mary Summers will share an overview of the DHA's Enterprise Standardization Program and what it means for suppliers. She will also provide insight into how suppliers can best work with the DHA.

Mary Summers

former Team Lead,
Enterprise Standardization Office –
Pacific

Defense Health Agency

2:45 p.m.
Grand D

Risk Areas/Provisions of Government Contracts

Aim: Mark Osterman will provide an overview of the Price Reduction Clause, TAA Compliance, CSP data and contract negotiations, audits, and IFF payments.

Mark Osterman

VP, National Accounts

Medtronic Inc

3:15 a.m.
Grand D

Q&A Session

3:30 p.m.

Wrap-Up and Adjourn

Thank You to our Sponsors!

