**Agenda**

**Healthcare Supplier/Provider Institute Meeting**

**August 23-24, 2012**

**Palmer House Hotel, Chicago, IL**

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| **August 23** |  |  |  |
| **2:00 p.m.** | **Welcome** |  |  |
| **2:10 p.m.** | **Marlowe Senske Keynote****Healthcare Reform****Aim:** During Michael’s presentation he willsharethe key elements, current implications and challenges of healthcare reform and the impact on the healthcare industry. He will provide information on how to prepare healthcare stakeholders for the changes that are coming as a result of healthcare reform. |  | **Michael Regier** Vice President and Chief Legal Officer Atlantic Health System  |
| **3:15 p.m.** | **Break** |  | **All** |
| **3:30 p.m.** | **Purchasing Coalitions****Aim:** This panel discussion provides an opportunity for participants to hear first hand from a diverse group of RPC executives across America the challenges and issues they experience in today’s environment and how suppliers can effectively work together with each of their unique organizations including new trends they are seeing and experiencing. Each panelist will share specific and usable information related to the following: * The compelling value their regional purchasing coalition brings to their hospitals/members
* Their RPCs unique DNA and why their model is successful
* What is the GPOs role in their regional purchasing coalition?
* How does the regional purchasing coalition most effectively work with the suppliers?
* New trends forming in today’s environment related to regional purchasing coalitions
* Your specific imperatives/goals for the next 2 years
 |  | **Susan Won**Vice PresidentUHC**Ed Hardin** System Vice President, Supply Chain ManagementCHRISTUS HEALTH**Patrick Sonin**Managing Executive IPC Group Purchasing |
| **5:00 p.m.** | **Adjourn** |  |  |
| **6:00 - 7:00 p.m.** | **Networking Reception**During the reception you will enjoy the opportunity to network with supply chain executives from both the provider and supplier communities throughout America. Building relationships will prove invaluable as you build a network of trusted individuals who will become valuable resources to you and your organization. |  | **All** |
| **August 24** |  |  |  |
| **9:00 a.m.** | **A Look at Dignity Health****Aim:** During this presentation you will hear information related to the following:* Mission, Vision and Values of Dignity Health
* Their system’s make up
* Dignity Health’s supply chain operation and strategy on;
	+ Contracting
	+ Distribution
	+ Regional aggregation
	+ Self contracting
* Evolution of Dignity’s supply chain in an era of reform
 |  | **Anna Fox**Executive DirectorDignity Health Purchasing Network, LLC |
| **10:00 a.m.**  | **Break** |  | **All** |
| **10:15 a.m.**  | **Self Distribution, Prime Distribution or Hybrid Distribution Models** **Aim:** During this discussion threeleading organizations will share their **strategies, results and lessons learned** related to self distribution, prime distribution or hybrid distribution models. We will hear all sides of the exploration…. Presentations/comments will focus on the following questions.* How did you decide to self-distribute or not to self distribute? What measurements do you follow to ensure you made the right decision?
* What challenges/opportunities does self distribution, prime distribution or hybrid distribution models present when dealing with suppliers?
* What are the challenges/opportunities for self distribution, prime distribution or hybrid distribution models for the providers customers?
* If someone is considering self distribution or a hybrid distribution model, what are the specific strategic questions they should address/consider? If you have chosen not to self distribute what strategic questions did you address/consider prior to making that decision?
* How important is it to maintain a relationship with the distributor as well as the manufacturer regardless of your distribution model?
 |  | **Laurel Junk** Vice President Supply ChainKaiser Permanente Health Plan**Matt Pehrson** Vice President Supply Chain and Resource Services ManagementPresbyterian Healthcare Services**David A. Hargraves, MBA, C.P.M.**Vice President Clinical Supply ChainSupply Chain ManagementUPMC |
| **11:45 a.m.** | **Networking Lunch** |  | **All** |
| **12:15 p.m.** | **Accountable Care Organizations****Aim:** During this discussion we will hear how 3 different organizations approach their own Accountable Care Organizations and the impacton suppliers, providers and patients. Following are some of the areas that will be addressed: * Overview of their ACO formation
* Measurement and mile marks of their progression
* Expectations of suppliers in the reform era
* Opportunities and Concerns
 |  | **Stan Dennis**Senior Vice President/Chief Revenue Officer of Strategic Revenue ServicesTexas Health Resources**Terry Carrol** CIO and Chief Innovation Officer Fairview Health Services**Lois Elia** Vice PresidentAdvocateCare |
| **1:45 p.m.** | **Break** |  | **All** |
| **2:00 p.m.** | **Value Analysis****Aim:** To explain the key functions suppliers need to understand to get clinical buy in from leading IDNs. Presentations/comments will focus on: * Brief overview of panelist organization
* Understanding of the value analysis process and who the VA team consists of
* How each VA teams effectively works with their GPO to ensure products are vetted without redundancy
* Examples of how organizations have effectively worked with suppliers… showing best characteristics of suppliers working with and through the value analysis process
 |  | **Nancy E. Hensley** Director, Sourcing and ProcurementNorthwestern Memorial HealthCare**Beth Potter** Director of Clinical Value Analysis & PharmacyIowa Health System**Jeannie Vaughn, RN** Value Analysis Director Cape Fear Valley Health System  |
| **3:30 p.m.** | **Adjourn** |  |  |
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