

FINAL PROGRAM

2012

HEALTHCARE
SUPPLY CHAIN
EXPO

CO - HOSTED BY
HSCA AND HISCI

October 22-24, 2012

JW Marriott Orlando Grande Lakes
Orlando, Florida

HSCA

HEALTHCARE SUPPLY CHAIN ASSOCIATION
Innovators In Evidence-Based Sourcing
formerly HIGPA


hisci

Healthcare Industry
Supply Chain Institute

Welcome to the Expo!

On behalf of the Healthcare Supply Chain Association (HSCA) and the Healthcare Industry Supply Chain Institute (HISCI), we are pleased to welcome you to the 2012 Healthcare Supply Chain Expo. With general sessions that offer compelling information and innovative solutions to your business challenges, and more than *nine hours* of networking events included in the program, the Expo is the preeminent conference for the healthcare supply chain industry.

Enjoy our engaging and entertaining keynote sessions, featuring Bill Frist, MD, former U.S. Senate Majority Leader, and Kathleen Parker, columnist for *The Washington Post* and celebrated television personality. Hear from recognized industry experts and Washington insiders during a wide range of general sessions, including:

- *Supply Chain Snapshot:*
Updates on all aspects of the industry, including green purchasing, international purchasing, and vendor credentialing
- *Strengthening Ties Between GPOs and Suppliers:*
Industry leaders' perspectives on how to make the relationships between GPOs and vendors more meaningful and how to enhance the value of the GPO/supplier relationship
- *Accountable Care Organizations*
An examination of the ACO implementation model and its effectiveness
- *The State of the Industry: Perspectives from GPO Executives:*
Views on the latest developments in the industry, current trends, and an outlook for the future

In addition to the updates offered during general sessions, the Expo gives you the opportunity to build your network of key players. With more than 300 group purchasing members and suppliers in attendance, you'll be able to develop partnerships that will provide you with a true advantage in today's market. Make connections during:

- The *First-Time Attendee Welcome and Orientation*, where first-time attendees will hear an overview of Expo activities and tips to make the most out of their stay in Orlando
- The *GPO Executive Networking Lunch*, where suppliers can meet exclusively with GPO industry leaders
- The two-day *Reverse Tradeshow*, an opportunity for GPOs and IDNs to meet with their supplier partners to strengthen relationships and facilitate the sales process

We hope you take advantage of all this year's Expo event has to offer! Again, welcome—and thank you for joining us in Orlando.

Sincerely,



Kerry Price
*Expo Steering
Committee Co-Chair*
Amerinet, Inc.



Pam Letendre
*Expo Steering
Committee Co-Chair*
OfficeMax

2012 Healthcare Supply Chain Expo Steering Committee

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Kerry Price
Amerinet, Inc.

Pam Letendre
OfficeMax

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Schedule of Events

SUNDAY, OCTOBER 21

3:00 – 6:00 p.m.

Registration Open

Mediterranean Foyer

6:00 – 8:00 p.m.

HSCA and HISC I Member Reception

Quench Bar

MONDAY, OCTOBER 22

7:00 a.m. – 5:30 p.m.

Registration Open

Mediterranean Foyer

8:00 – 8:30 a.m.

HSCA Member Meeting

Mediterranean 7

8:30 – 9:00 a.m.

HISC I Member Meeting

Mediterranean 7

8:30 – 9:45 a.m.

First-time Attendee Welcome and Orientation

(First-time attendees only)

Mediterranean 6

Facilitated by: **Kerry Price**, CMP, Vice President, Strategic Customer Engagement, Amerinet, Inc.; **Pam Letendre**, National Healthcare Manager, OfficeMax; **Dennis Daar**, Managing Partner, Medical Strategies International, LLC; **Linea Wilson**, Vice President, Supply Chain, Child Health Corporation of America (CHCA)

Enjoy this exclusive welcome session open to first-time attendees and hosted by members of the Expo Steering Committee. Hear an overview of the high-level networking and educational offerings you can take advantage of at the Expo, as well as tips on how to make the most out of your stay in Orlando. Interested individuals may participate in a guided walk-through of the Expo meeting space at the conclusion of the welcome session.

10:00 – 10:10 a.m.

Welcome and Opening Remarks

Coquina Ballroom North

Curtis Rooney, President, Healthcare Supply Chain Association (HSCA); **Todd Ebert**, President and Chief Executive Officer, Amerinet, Inc., HSCA Chair; **Rand Ballard**, MBA, Office of the Chief Executive, Senior Executive Vice President, Chief Customer Officer, MedAssets, HISC I Chair

Join us as we kick off the 2012 Healthcare Supply Chain Expo! You'll hear an overview of Expo events and conference highlights followed by the Opening General Session and Keynote Presentation.

10:10 – 10:50 a.m.

**General Session and Keynote Presentation:
“Healthcare Front and Center in 2012 Election”**

Coquina Ballroom North

Senator Bill Frist, MD, Former U.S. Senate Majority Leader

Bill Frist is a physician, businessman, and politician who served two terms as a United States Senator representing Tennessee. He served as the Senate Majority Leader from 2003 until his retirement in 2007. During his tenure, Senator Frist emerged as a leading voice on healthcare issues. He pushed to strengthen Medicare, provide seniors with better access to prescription drugs, and make healthcare more affordable and available to every American.

Sponsored by Premier healthcare alliance



10:50 – 11:00 a.m.

Coffee Break

Mediterranean Foyer

*Special thanks to Abbott Laboratories, sponsor of today's
“endless” coffee breaks*



11:00 a.m. – 12:00 p.m.

**General Session: The State of the Industry:
Perspectives from GPO Executives**

Coquina Ballroom North

Presented by: **Rand Ballard**, MBA, Office of the Chief Executive, Senior Executive Vice President, Chief Customer Officer, MedAssets, HSCI Chair; **Lee Perlman**, President, GNYHA Ventures, Inc. and Executive Vice President, Administration, and Chief Financial Officer of Greater New York Hospital Association (GNYHA); **Todd Ebert**, President and Chief Executive Officer, Amerinet, Inc., HSCA Chair; **Jody Hatcher**, President and Chief Executive Officer, Novation; **Durral Gilbert**, President, Supply Chain Services, Premier healthcare alliance; **Ed Jones**, President and Chief Executive Officer, HealthTrust Purchasing Group

Moderator: **Kristine Russell**, Publisher, *Healthcare Purchasing News*

Hear top GPO executives discuss the state of the industry and how healthcare reform legislation has affected their business, members, customers, and the future outlook for the industry.

12:00 – 1:30 p.m.

GPO Executive Networking Lunch

Mediterranean 6 – 8

The GPO Executive Networking Lunch provides supplier attendees with the opportunity to meet exclusively with GPO industry leaders and discuss topics of interest that are relevant to their business. Seating placement begins at 12:00 p.m., and suppliers may choose their preference of which GPO to meet (first-come, first-served basis).

Sponsored by Cardinal Health



Schedule of Events (CONTINUED)

MONDAY, OCTOBER 22

1:30 – 3:30 p.m.

Reverse Tradeshow

Lower Level Conference Rooms

Get down to business at the Reverse Tradeshow. This is an opportunity for GPOs to meet with their suppliers in individually-dedicated meeting areas. The tradeshow's goal is to strengthen the relationships of all parties and facilitate the sales process. Dessert will be provided in the Reverse Tradeshow foyer for all attendees.

3:30 – 4:15 p.m.

General Session: Accountable Care Organizations

Coquina Ballroom North

Presented by: **Nicholas Sears**, MD, Chief Medical Officer, MedAssets; **Mark Dixon**, Healthcare Consultant, Mark Dixon Group, LLC

Moderator: **Patrick Carroll**, President, Patrick E. Carroll and Associates (PECA)

Explore differing views on the value of the ACO model with this panel discussion, featuring several varying perspectives from experienced executives who have participated in the ACO implementation process.

4:15 – 4:30 p.m.

Coffee Break

Mediterranean Foyer

Special thanks to Abbott Laboratories, sponsor of today's "endless" coffee breaks



4:30 – 5:30 p.m.

General Session: Exploring GPO Sectors: Trends, Issues, and Best Practices

Coquina Ballroom North

Presented by: **Tom Wessling**, Vice President of Nutrition and Facility Services, Amerinet, Inc.; **Michael Vintges**, Vice President, Physician Preference Management, Novation; **Ron Hartmann**, PharmD, Senior Vice President, Pharmacy, MedAssets

Moderator: **Gary Gustafson**, President, Association of National Account Executives (ANAE)

Explore the various divisions of group purchasing organizations, including the capital equipment, pharmacy, medical devices, and dietary sectors. Hear from leaders in the industry who will provide a general overview of each division and present an update on the latest trends and issues facing each sector, as well as best practice examples of how to address current challenges.

Share Your Expo Experience

Join the Expo conversation on Twitter, and engage with other attendees: #HSCAExpo2012

5:30 – 7:00 p.m.

Chairmen's Welcome Reception

Valencia Terrace and Lawn

This annual event is the perfect place to expand your business network and connect with colleagues and partners. Hosted by the chairs of HSCA and HSCI, the reception honors the board of directors, industry leaders, and those who have committed time and energy to advancing the missions of both organizations. This event is sports-themed and casual, so wear your favorite team's jersey to the reception!

Sponsored by Amerinet, Inc.



TUESDAY, OCTOBER 23

8:00 a.m. – 5:30 p.m.

Registration Open

Mediterranean Foyer

8:00 – 9:00 a.m.

Continental Breakfast

Mediterranean Porte-Cochere

9:15 – 10:15 a.m.

General Session: Contract Administration and Data Standardization

Mediterranean 6 – 8

Presented by: **John Roberts**, Director, Healthcare, GS1 US; **James Scott**, President and Chief Executive Officer, Applied Policy, LLC; **Jill Witter**, Senior Vice President, General Counsel, Ethics and Compliance Officer, Novation

Moderator: **Dennis Daar**, Managing Partner, Medical Strategies International, LLC

Examine the process of administering contracts and standardizing data across the supply chain, featuring expert panel insight. Listen in on a discussion of various aspects of data collection, which include GLN, the bid and award process, and the unique device identification system initiative.

10:15 – 10:30 a.m.

Coffee Break

Mediterranean Foyer

10:30 – 11:30 a.m.

General Session: An Updated Outlook from IDNs

Mediterranean 6 – 8

Presented by: **Dave Hunter**, Vice President, Supply Chain Management, Providence Health & Services; **Brent Petty**, CMRP, System Director, Supply Chain, Wellmont Health System; **Brent Johnson**, Vice President, Supply Chain and Imaging Services, Chief Purchasing Officer, Intermountain Healthcare; **Jim Connor**, MBA, CPHM, Vice President, Supply Chain Operations, West Chester Medical Center

Moderator: **Fred Pane**, RPh, BS Pharmacy, FASHP, Senior Director, The Medicines Company

Join a panel of IDN executives for a discussion of pertinent issues in the supply chain, including the role IDNs play in forming successful relationships with suppliers.

Schedule of Events (CONTINUED)

TUESDAY, OCTOBER 23

11:45 a.m. – 1:15 p.m.

Lunch and Keynote Presentation: “Politics, Culture, and Contemporary Issues”

Coquina Ballroom North

Kathleen Parker, Columnist for *The Washington Post* and Television Personality

Kathleen Parker has more than two decades of experience as a columnist and television personality. She has cultivated that immense experience into invaluable expertise in politics, culture, contemporary issues, and how the three intertwine.

1:30 – 3:00 p.m.

Reverse Tradeshow

Lower Level Conference Rooms

Develop business partnerships with a group of high-powered key players during this second day of the Reverse Tradeshow.

3:15 – 4:15 p.m.

General Session: Washington: An Insider’s Look

Coquina Ballroom North

Presented by: **Diane Major**, Van Heuvelen Strategies;

Carolyn Osolinik, Partner, Mayer Brown; **Bob Van Heuvelen**, Van Heuvelen Strategies; **Brian Reardon**, Principal, Venn Strategies

Moderator: **Lee Perlman**, President, GNYHA Ventures, Inc. and Executive Vice President, Administration, and Chief Financial Officer of Greater New York Hospital Association (GNYHA)

Get a front-row seat to hear Washington insiders provide an update on the current state of the nation and the latest buzz on Capitol Hill.

4:15 – 4:30 p.m.

Coffee Break

Mediterranean Foyer

4:30 – 5:30 p.m.

General Session: Supply Chain Snapshot

Coquina Ballroom North

Presented by: **Tom Sweatt**, Executive Vice President, Health Systems, Encompass Group, LLC, Chair, HISC Vendor Credentialing Task Force; **Beth Eckl**, Director, Environmental Purchasing Program, Practice Greenhealth; **Jean Michel Descoutures**, Chief, Pharmacy, Argenteuil Hospital

Moderator: **Michael Neely**, Partner, Optime’, Supply Chain

Hear important updates on all aspects of the industry, including green purchasing, international purchasing, and vendor credentialing.

5:30 – 6:30 p.m.

Evening Reception

Mediterranean Porte-Cochere

Discuss the day’s events while networking with your colleagues at the evening reception.

WEDNESDAY, OCTOBER 24

8:00 – 9:00 a.m.

Continental Breakfast

Mediterranean Foyer

8:30 – 10:30 a.m.

Registration Open

Mediterranean Foyer

9:00 – 10:00 a.m.

General Session: “Meet the Press” Panel

Coquina Ballroom North

Presented by: **John Pritchard**, Publisher, *The Journal of Healthcare Contracting*, *The MAX*, *ACO Insights*, MDSI; **Jaimy Lee**, Reporter, *Modern Healthcare*; **Rick Dana Barlow**, Senior Editor, *Healthcare Purchasing News*

Moderator: **Blair Childs**, Senior Vice President, Public Affairs, Premier healthcare alliance

Examine current events impacting the healthcare supply chain, with perspectives from top industry reporters and publishers.

10:00 – 10:15 a.m.

Coffee Break

Mediterranean Foyer

10:15 – 11:15 a.m.

General Session: Strengthening Ties Between GPOs and Suppliers

Coquina Ballroom North

Presented by: **Dale Wright**, Senior Vice President, Contracting, Amerinet, Inc.; **Dave Edwards**, Vice President, Supplier Relations and Business Development, Premier healthcare alliance;

Mike Clemens, Vice President, Sourcing Operations, Capital and Imaging, Novation; **Mark Miriani**, Senior Vice President, Supplier Relations, MedAssets; **David Welch**, Senior Vice President, Strategic Sourcing, HealthTrust Purchasing Group

Moderator: **Thomas Finn**, Director, Healthcare Matters

A panel of top GPO contracting experts discuss ways to make the relationships between GPOs and vendors more meaningful, and explore how to enhance the value of the GPO/supplier relationship.

11:15 – 11:30 a.m.

Closing Remarks

Coquina Ballroom North

Presented by: **Meredith Young**, Executive Director, Healthcare Industry Supply Chain Institute (HISCI)

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HSCA and HISCI thank the following companies for their generous support of the 2012 Healthcare Supply Chain Expo.

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Cardinal Health is a \$108 billion healthcare services company that improves the cost-effectiveness of healthcare. Cardinal Health helps pharmacies, hospitals, ambulatory surgery centers, and physician offices focus on patient care while reducing costs, enhancing efficiency, and improving quality.



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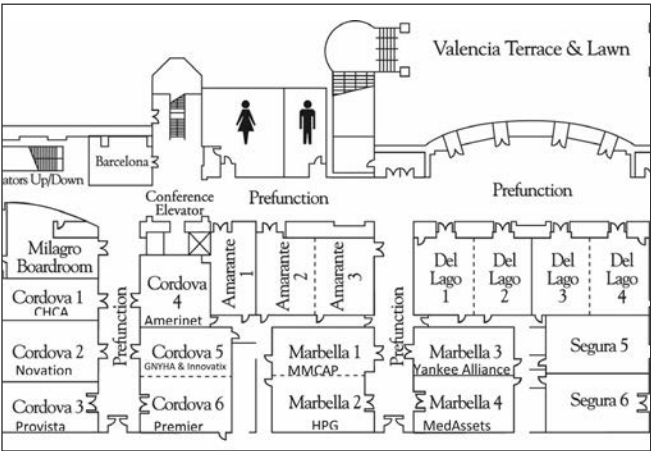
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Showcase your company's brand to top decision-makers and buyers at an upcoming event, and support HSCA and HISCI. Contact Jennifer Shupe at (312) 673-5742 or email **jshupe@supplychainassociation.org**

Reverse Tradeshow

Amerinet, Inc.	Cordova 4
GNVHA Ventures, Inc.....	Cordova 5
Child Health Corporation of America (CHCA)	Cordova 1
HealthTrust Purchasing Group	Marbella 2
Innovatix, LLC	Cordova 5
MedAssets	Marbella 4
Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP)	Marbella 1
Novation	Cordova 2
Premier healthcare alliance	Cordova 6
Provista	Cordova 3
Yankee Alliance.....	Marbella 3

In the interest of saving paper and reducing our impact on the environment, hotel floor plans are no longer included in the Expo final program.



HSCA Antitrust Policy

The Healthcare Supply Chain Association (HSCA) follows a rigorous program of compliance with the Sherman Act and other antitrust statutes. This policy statement provides a reference for members of HSCA and others who attend association functions. All who attend HSCA meetings should read and understand this statement.

Adherence to the Antitrust Policy will avoid potential violations by individuals, member firms, and HSCA itself. HSCA is committed to full compliance with antitrust laws. Be sure to review these important guidelines, available at www.supplychainassociation.org/antitrustpolicy.

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Durral Gilbert

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Ed Jones

HealthTrust Purchasing Group

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	The Medicines Company
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Expo Speakers



Rand Ballard, MBA, serves as senior executive vice president and chief customer officer for MedAssets. His responsibilities include enterprise sales and serving client needs in support of their healthcare mission. Ballard serves as chairman of the Healthcare Industry Supply Chain Institute (HISCI) and is immediate past chair of the Healthcare Supply Chain Association (HSCA), a member of the Board of Trustees for the Meals on Wheels Research Foundation, and vice chairman of the Board of Directors for Hire Heroes USA. He holds a Bachelor of Science degree with a concentration in nuclear physics, nuclear engineering, and business law from the U.S. Military Academy at West Point. Ballard also holds an MBA from Pacific Lutheran University with a triple major in finance, operations, and marketing.



Rick Dana Barlow has nearly 25 years of professional writing experience, with a strong focus in healthcare supply chain management. He currently serves as president of Wingfoot Media Inc., an editorial consulting, development, and production company that provides “creative wordscaping” for clients. He is also creator and executive editor of *Second Chronicles*; senior editor of *Healthcare Purchasing News*; and co-founder and executive director of Bellwether League Inc., the healthcare supply chain leaders’ hall of fame. Barlow researched and wrote the book *Central Fabricators Association: 75 Years of Change, 1926-2001*, *Fabricating for America’s Future*, created and developed a business magazine for healthcare supply chain management professionals, and has written hundreds of magazine and newspaper articles for more than 20 different print and online publications. He earned both his Bachelor of Science and Master of Science degrees in journalism from Northwestern University’s Medill School of Journalism, with concentrations in business reporting, arts criticism, magazine publishing, American history, and political science.



Patrick Carroll is president and co-founder of PECA, an independent healthcare consulting firm. He carries 35 years of experience in healthcare. Before assuming his current role, Carroll was responsible for the management of a healthcare consulting practice, and has also served in an administrative capacity at two medical centers. He has been a featured speaker at more than 125 industry conferences, and lent his expertise to more than 75 articles, chapters, and books. In addition, Carroll is frequently interviewed in trade journals. He has been the president of the Association for Healthcare Resource & Materials Management (AHRMM), a board member of the southern California chapter of the Healthcare Financial Management Association (HFMA), and is currently a Bellwether League board member. Carroll received his Bachelor of Science degree from California State University and his Master of Public Health degree from UCLA.

Expo Speakers



Blair Childs serves as senior vice president of public affairs for Premier healthcare alliance. His responsibilities include leading the advocacy, communications, and conferences units and serving on the company's executive team. Childs works closely with Congress, the White House, and other policymakers involved in health policy. He has been at the center of policy issues for more than two decades, playing a leading role on issues impacting medical devices, pharmaceuticals, insurers, and hospitals. Childs has held senior management positions in professional, trade, and advocacy associations and a Fortune 500 company.



Mike Clemens serves as vice president of sourcing operations and capital and imaging for Novation. In this role, he provides strategic and operational leadership for Novation's capital and imaging portfolios. Clemens joined Novation with more than 30 years of experience in healthcare-related fields. Most recently, he served as executive vice president for MD Buyline, where he previously served for two years as the company's acting chief executive officer and where he also held leadership positions in the areas of vendor relations, customer service, sales, and information services. A former staff sergeant of the U.S. Air Force, Clemens earned a Bachelor of Business Administration degree from Dallas Baptist University, and earned national registrations in radiology and nuclear medicine.

Jim Connor, MBA, CPHM, carries more than 15 years of experience in healthcare operations. He has particular expertise in finance, billing, reimbursement, management, materials management, and software implementation and development. Connor holds experience in implementing surgical services software systems related to budgeting and billing, directing materials management functions in an ambulatory surgery center, and in the manufacturing industry working on MRP (MAPICS). His hospital departmental expertise includes surgical services, sterile processing, materials management, and information technology. Connor has held several management positions within healthcare and manufacturing, including vice president of supply chain operations; director with a focus in materials, finance, and surgical services; director of operations in sterile processing, software implementation, specialist/inventory control; and master production scheduler. He also served in the U.S. Air Force as a flight crew chief and overseas in the Air Force reserves. Connor holds a Bachelor's degree in business management from Eckerd College in Florida and a Master's degree in business administration from the University of South Florida.



Dennis Daar holds more than 32 years of experience in the medical supply and device industry. He has served in senior management positions at Stryker, SSI/Hill-Rom, Inc., Hausted, Steris Corporation and Skytron. His diverse responsibilities range from developing and implementing national accounts, government contracts, international operations, and quality programs. For the past 12 years, Daar has held the position of managing partner of Medical Strategies International (MSI), an outsource corporate accounts firm that gains and implements GPO, IDN, RPC, and VA agreements for clients to create sales opportunities. He has been a member of the Federation of American Hospitals (FAH) Expo Advisory Committee since 1990 and is currently the chairman. He is also part of the HSCA Exhibitors Advisory Committee, and the Association of National Accounts Executives (ANAE) Advisory Board. Daar has provided expertise as a speaker and an author on sales management, national accounts, government contracting, and international issues. He earned a Bachelor of Science degree in business administration from Western Michigan University.



Jean Michel Descoutures is a hospital pharmacist and chief of the pharmacy department of Argenteuil hospital, a 900 bed general hospital just outside of Paris. After completing his pharmaceutical studies, he read law and studied the management of companies at l'Institut d'Administration des Entreprises.

Descoutures taught economics and law at the Faculty of Pharmacy in Rheims for seven years. In 1988, he coordinated the writing of a book on the good use of medicines. In 2007, deeply convinced that hospitals' procurement of medicines and medical devices is more efficient if organized at a territorial level, he joined the Réseau des acheteurs hospitaliers d'Ile-de-France (Resah-Idf), the regional procurement hub of the Parisian region. In 2009, Descoutures became a national correspondent member of the National Academy of Pharmacy. In 2010, he was elected president of the Club des Acheteurs de Produits de Santé (CLAPS), an association that provides a forum for various French public and private hubs to discuss issues regarding the environment of procurement.



Mark Dixon leads the Mark Dixon Group, LLC, which provides IDNs and medical suppliers consultative assistance. He specializes in providing services for C-suite perspective, ACO implementation, clinical integration, and improving service delivery effectiveness. Dixon also lectures at national meetings for suppliers and providers. He holds more than 25

years of healthcare leadership experience, and has a proven record of results in developing and sustaining market-leading organizations. Dixon served as regional resident for Fairview Health Services, contributing to the development and implementation of an ACO strategy. Prior to joining Fairview, he was president and CEO of CHI in Indianapolis for six years. Dixon held a position with Allina Health for 17 years at Abbott Northwestern Hospital.

Expo Speakers



Todd Ebert, president and CEO since May 2007, oversees the strategic vision and operational direction of Amerinet Inc., a national member healthcare solutions organization dedicated to providing practical solutions to help members reduce healthcare costs and improve healthcare quality. In 1991, Ebert joined Amerinet from Intermountain Healthcare, serving in progressive leadership roles, including vice president of Amerinet's pharmacy program, president of Amerinet's private-label company, Amerinet Choice® LLC, executive vice president for contracting operations and purchasing program development units, president of operations, and finally as president and chief operating officer before assuming his current role. He is a former vice president and general manager of a specialty healthcare product logistics company, a director of hospital and retail pharmacy, and has owned and operated a nursing home clinical pharmaceutical consulting company. He has provided international pharmaceutical consulting to Albanian government officials and healthcare providers. Ebert is currently chair of the Healthcare Supply Chain Association (HSCA) and previously served as treasurer and secretary. He is often requested as a guest speaker for industry events on subjects ranging from pharmacy to group purchasing trends and was also a consultant to President Clinton's Council on Year 2000 Conversion. Ebert holds Bachelor's degrees in pharmacy and business management from the University of Utah and a Master of Science degree in pharmacy administration.



Beth Eckl is director of the environmental purchasing program for Practice Greenhealth, a nonprofit membership organization providing resources, tools, and networking opportunities on sustainability to the healthcare community. She provides environmental purchasing consulting assistance and training services to purchasers in healthcare systems and hospitals, and

works closely with GPOs. Eckl holds more than 20 years of environmental purchasing experience. She served as principal of EPE Consulting, leading implementation of purchasing strategies with more than a dozen government agencies. Prior to this, she managed one of the earliest programs in the country to include environmental criteria in the supply chain process for the Purchasing Department in Alameda County.



Dave Edwards is vice president of supplier relations and business development for Premier healthcare alliance. He holds more than 25 years of experience in healthcare sales, marketing, and management, and is an enthusiastic champion of creating win/win scenarios through collaboration, particularly between healthcare providers and suppliers. For the past 11 years, Edwards

has served as an executive with Premier healthcare alliance, where he provides oversight for supplier relations, contract uptake (sales), and business development. During his tenure with Premier, he has helped propel the alliance's purchasing volume from \$12 to \$43 billion.



Thomas Finn is the principal editor of *HealthCare Matters*, also known as *HC Matters*. *HC Matters* (www.hcmatters.com) is an online publication, serving as an independent information source that covers the healthcare supply chain management (SCM) space. Finn brings his supply chain management and strategic sourcing experience to his role at *HC Matters*.

He is also a partner at Disposable Solution, a network of retired industry executives that support the go-to-market initiatives of new and off-shore medical device companies seeking to penetrate the U.S. marketplace. Prior to joining *HC Matters*, Finn served as the founder, owner, and seller of two tech-driven companies, and the first outside executive hired by the founders and/or venture capitalists of three others.



Bill Frist, MD, is both a nationally recognized heart and lung transplant surgeon and former U.S. Senate Majority Leader. He served as Senate Majority Leader from 2003 until his retirement in 2007. Before his election as Majority Leader, Senator Frist represented Tennessee in the U.S. Senate for 12 years, where he served on both health and finance committees

responsible for writing health legislation. Senator Frist is consistently recognized as among the most influential leaders in American healthcare and is one of only two individuals to rank in the top ten of each of the five inaugural *Modern Healthcare* magazine annual surveys of the most powerful people in healthcare in the United States. As the founder and director of the first-of-its-kind Vanderbilt Multi-Organ Transplant Center, he has performed more than 150 heart and lung transplants and authored more than 100 peer-reviewed medical articles and chapters, more than 400 newspaper articles, and seven books on topics such as bioterrorism, transplantation, service, and leadership. He is board-certified in both general and heart surgery. Senator Frist majored in health policy at Princeton University's Woodrow Wilson School of Public and International Affairs, before graduating with honors from Harvard Medical School. Senator Frist was the 2007-2008 Frederick H. Schultz Professor of International Economic Policy at Princeton University's Woodrow Wilson School of Public and International Affairs, and the 2010 University Distinguished Professor of Business and Medicine at Vanderbilt University. Currently, he serves as an adjunct professor of Cardiac Surgery at Vanderbilt University and clinical professor of surgery at Meharry Medical College. As a leading authority on healthcare, Senator Frist also speaks nationally on health reform, government policy and politics, and volunteerism.

Expo Speakers



Durral Gilbert serves as the president of Premier Supply Chain Services. In this role, he oversees the company's supply chain operations and contract management functions, as well as its emerging services businesses. Prior to joining Premier, Gilbert was chief operating officer of BDS Management, LLC, where he led the business operations and financial functions for the company and its affiliated portfolio companies. He began his professional career as a certified public accountant with Price Waterhouse LLP. Following graduate school, he joined the investment banking division of Interstate/Johnson Lane Corporation (and its successor, Wachovia Securities, Inc.), eventually serving as the head of its Life Sciences Investment Banking practice. Gilbert is a graduate of the University of North Carolina at Chapel Hill and Duke University's Fuqua School of Business, where he held the distinction as an Executive Fellow.



Gary Gustafson serves as owner and president of the Association of National Account Executives (ANAE). He is responsible for all association operations, including strategies for future direction. Gustafson focuses mainly on networking and training agendas for national account managers, corporate account managers, and territory account managers. He is currently a member of the Board of the Healthcare Industry Supply Chain Institute (HISCI). Gustafson also serves as a consultant, specializing in helping suppliers work with GPOs, IDNs, and the federal government. He carries significant healthcare industry experience, having worked in the industry for 41 years. Prior to his healthcare experience, Gustafson served as an officer in the U.S. Army and graduated with a Bachelor of Science in business administration from Oregon State University.



Ron Hartmann, PharmD, is senior vice president of pharmacy for MedAssets Supply Chain Systems. In addition, he serves as chair of the Healthcare Supply Chain Association (HSCA) Pharmacy Committee and as a member of the Healthcare Industry Supply Chain Institute (HISCI) board of directors. Hartmann earned a Bachelor's degree in biology from the University of

California, Irvine and his doctor of pharmacy degree from the University of Southern California. He completed a clinical pharmacy residency in general through the Philadelphia College of Pharmacy and Sciences and the Hospital of the University of Pennsylvania. Following his residency, Hartmann held a number of clinical and management positions at the Washington Hospital Center. A decade later, he began his career at St. John's Mercy Medical Center and the Sisters of Mercy Health System—St. Louis (SMHS). Hartmann then transitioned to corporate director of pharmacy for Unity Health, a six-hospital integrated health system within the Sisters of Mercy Health System. He then took on his current role with HSCA and MedAssets.



Jody Hatcher is president and Chief Executive Officer of Novation, the healthcare contracting services company for VHA Inc. and the University HealthSystem Consortium (UHC). Hatcher has more than 20 years' experience working on behalf of VHA and UHC members. In previous roles, Hatcher served as senior vice president of marketing, strategic planning, member and market research, business development, marketing and communications, public relations, and NOVAPLUS® brand management. He has also played a crucial and visible public role in leading Novation's public policy efforts and other key initiatives, such as Novation's initial entry into the global marketplace through a partnership with DHL in the United Kingdom. Hatcher earned his Bachelor's degree from the University of Texas at Arlington and his Master's degree in business administration from the University of Dallas in Irving.



Dave Hunter is currently the vice president of One Supply Chain Management for Providence Health & Services. He has served in various capacities within the healthcare supply chain for 25 years. Hunter gained experience through hospital supply chain management positions during the first ten years of his tenure with Providence in Olympia and Yakima,

Washington, as well as with Carondelet Healthcare in Tucson, Arizona. Since 1993, he has worked for Providence Health & Services in system or regional supply chain management positions. In his current role, Hunter is responsible for leading all supply chain-related contracting strategies, including managing the supply chain function/process within the organization, with a primary focus on optimizing supply contracting and standardization. He has served his community of Carnation, WA, as city council member, mayor, and served five years on the local school board, including two years as board president. Hunter holds a Bachelor of Arts degree in business and economics from Seattle Pacific University, and an MBA from Pacific Lutheran University.



Brent Johnson is vice president of Supply Chain and Imaging Services and chief purchasing officer for Intermountain Healthcare, based in Salt Lake City, Utah. He is responsible for the \$1.5 billion non-labor spend of the company, which supports 23 hospitals and 160 clinics. Johnson also directs more than 600 employees supporting various corporate functions. He

has a passion for supply chain management and carries more than 25 years of senior management and consulting experience. In the past six years, Johnson has created an industry "Gartner Supply Chain Top 25" organization, achieving more than \$200 million in savings and exceeding the \$20 million annual goal given to him when he was hired. He holds an MBA from the University of Utah.

Expo Speakers



Ed Jones, president and CEO of HealthTrust Purchasing Group, is responsible for overall financial results of a \$20 billion global group purchasing organization. He holds direct responsibility for all strategic sourcing, clinical operations, custom contracting, supplier diversity, global sourcing, and regional operations. In addition, Jones is responsible

for all of the outsourced supply chain and consulting business, which represents 167 hospitals, a supply expense of \$5 billion and approximately 2,500 employees. He earned his Bachelor's degree from Virginia Commonwealth University.



Jaimy Lee is a reporter for *Modern Healthcare*, where she has covered medical technology, medical suppliers, and group purchasing organizations since 2011. She also covers healthcare news in Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont. Prior to joining *Modern Healthcare* in 2011, Lee was a healthcare and public affairs reporter for

PRWeek, reporting on healthcare and education for the *San Diego Business Journal*.



Diane Major serves as a Vice President at Van Heuvelen Strategies, LLC. As a leading Republican strategist in Washington, she brings 14 years of congressional expertise to client matters. Major provides bipartisan counsel on issues before Congress and the administration. Her working relationships with House and Senate leadership, committee chairmen,

members of Congress, and senior staff provide indispensable insight for the firm's growing healthcare, energy and environment, and tax and finance clients. Prior to joining the firm, she oversaw a healthcare practice at the Bockorny Group. In 2003, she joined Senator Jon Kyl's (R-AZ) leadership team as health policy analyst for the Senate Republican Policy Committee (RPC). During this time, she was responsible for coordinating all health legislation considered on the Senate floor with the Bush administration and the GOP leadership team. Major holds Bachelor of science degrees in economics and political science, as well as a certificate in international relations from the University of Utah.



Mark Miriani is currently senior vice president of supplier relations for MedAssets spend management segment, which includes the supply chain group purchasing organization subsidiary of MedAssets. He directs a team responsible for ensuring continuity in the relationships with all contracted and prospective GPO suppliers. Miriani and his team ensure that the relationship with existing and prospective GPO suppliers reaches maximum benefit for all parties, including MedAssets clients and suppliers. Prior to the acquisition of the Broadlane Group, he served as president of the contracting division of MedAssets, where he directed all of the contracting and sourcing activities and was responsible for delivery of the value-based programs delivered to MedAssets clients. His leadership efforts helped propel MedAssets' growth in annual purchases and attracted several dozen IDNs to MedAssets. In 2003, Miriani was honored with the MedAssets' Contracting Leadership of the Year Award. In 2005, he was presented with the company's President's Award, which is given annually to an individual who delivers significant value to the organization. In 2006, his contracting team was named the MedAssets High Performance Team of the Year. Miriani holds a Bachelor's degree in business administration from the University of Missouri, Columbia.



Michael Neely is senior vice president of Optime' Supply Chain. He holds extensive leadership experience and a comprehensive background in supply chain consulting, healthcare materials management, and implementation of best practices. Prior to joining Optime' Supply Chain, Neely held roles in senior management at a number of prestigious organizations.

He served as senior manager of supply chain for KPMG, vice president of McFaul & Lyons, and director of Johnson & Johnson. In addition to his consulting experience, he offers more than 25 years of experience in hospital materials management, encompassing a variety of positions and facilities. Neely recently compiled the online Supply Chain Lexicon for AHRMM and previously conducted a national activity based costing study of the procurement process within hospitals for the Health Industry Distributors Association. (HIDA)



Carolyn Osolinik is a partner at Mayer Brown, focusing her practice on issues of government relations. She represents corporations and non-profit organizations before Congress and federal agencies, including preparing legislative strategies and analyzing pending or potential legislation. She has extensive experience with coalition-building and monitoring and drafting

legislation. Osolinik also counsels corporate clients on compliance with the American with Disabilities Act, the Fair Housing Act, and on civil rights laws generally. Her other areas of expertise include healthcare antitrust matters, education, labor and immigration, and criminal justice. Osolinik serves on the firm's Committee on Diversity and Inclusion. Prior to joining Mayer Brown, she served as counsel and chief counsel to Senator Edward Kennedy, US Senate Judiciary Committee; trial attorney in the Land and Natural Resources Division, US Department of Justice; and staff attorney in the Office of the Solicitor, US Department of the Interior.

Expo Speakers



Fred Pane, RPh, BS Pharmacy, FASHP, serves as senior director for The Medicines Company in Parsippany, NJ. He develops company customer relationships with hospital and pharmacy leadership, along with private payers, addressing operational efficiencies and clinical outcomes associated with various patient care models.

These patient care models include Accountable Care Organizations, value-based purchasing, and comparative effectiveness. Pane is also a member of the anti-infective pathway team. In addition, he serves as a member of the Healthcare Industry Supply Chain Institute (HISCI) board of directors. Previously, he was employed by Premier healthcare alliance, as senior director of pharmacy affairs. He also served as administrator of pharmacy services at Lehigh Valley Hospital in Allentown, PA, and as chair of the Therapeutics Committee. Pane holds a Bachelor of Science degree in pharmacy from St John's University, School of Pharmacy, and completed graduate studies at The University of Pennsylvania, Wharton School of Business and Thunderbird College through MidWestern University.



Kathleen Parker is a columnist for *The Washington Post*, writing twice-weekly on politics and culture. She is the most widely syndicated columnist in the country, with her columns appearing in more than 450 papers. She is also a consulting faculty member at the Buckley School of Public Speaking and a regular guest on

Sunday news shows. Parker approaches politics with the common sense so often lacking in DC's political and media culture. Describing herself as "slightly to the right of center" politically, she addresses politics, culture, and contemporary issues with her trademark quick-wit and sass. In 2010, she became co-host of CNN's "Parker Spitzer," along with former New York governor Elliot Spitzer. Kathleen Parker won the 2010 Pulitzer Prize for Commentary for "her perceptive, often witty columns on an array of political and moral issues, gracefully sharing the experiences and values that lead her to unpredictable conclusions." She is also the 1993 winner of the H.L. Mencken writing award presented by the *Baltimore Sun*. *The Week* magazine named her one of the nation's "Top Five Columnists" in 2004 and 2005.



Lee Perlman is president of GNYHA Ventures, Inc., a wholly owned, for-profit subsidiary of the Greater New York Hospital Association (GNYHA). He is also the executive vice president of administration, and chief financial officer of Greater New York Hospital Association (GNYHA). In the past 25 years, he has been responsible for the development of GNYHA Ventures'

business entities, which have grown to five companies serving more than 20,000 members and producing nearly \$10 billion in commerce. He is currently chairman of the steering committee of the Healthcare Group Purchasing Industry Initiative (HGPII) and the public policy chair for the Healthcare Supply Chain Association (HSCA).



Brent Petty, CMRP, is corporate director, supply chain, for Wellmont Health System. In this position, he is responsible for contracting, purchasing, operations, logistics, value analysis, and information technology. In addition, Petty oversees the supply cost and leads a team in “margin management.” He has served with Wellmont Health System for 10 years, and holds more than 16 years of experience in supply chain leadership. Petty is a director on the Association of Healthcare Resource Materials Management (AHRMM) board of directors. He is past president of the Tennessee Society of Healthcare Materials Management (TSHMM), as well as past chairman of National GPO Materials Management Advisory Committee. Petty is member of the Council of Supply Chain Executives (CSCE), and has been honored by *The Journal of Healthcare Contracting* as the Contracting Professional of the Year in 2010.



Kerry Price, CMP, serves as vice president of strategic customer engagement for Amerinet, Inc. In this role, she leads Amerinet’s strategic engagements and corporate events as they relate to enhancing the image and brand of the company. Price also develops strategic initiatives to support the broader short and long-term marketing strategy that enhances the

overall perception of Amerinet within the industry. Her background includes experience in strategic marketing events, public and patient relations, market research, and brand management. In the course of her career, Price has led highly successful local, national, and international events and marketing initiatives for companies including Walt Disney World, UPMC, and BNY/Mellon. During her tenure at Walt Disney World, she led the grand opening of Disney Land Paris and the NBA All Star Events. While at UPMC, she created and implemented a system-wide brand integration campaign for 15 hospitals and non-acute facilities. Price earned her Bachelor of Science degree in marketing from Robert Morris University.



John Pritchard is the president of USLifeLine – a Medical Distribution Solutions Inc. (MDSI) Company, and publisher of *The Journal of Healthcare Contracting*, *ACO Insights*, and *Muddy Waters: Making Sense of the Healthcare Supply Chain in an Era of Reform*. He holds a B.S. in consumer services from The Ohio State University, and an MBA from the James J.

Nance School of Business at Cleveland State University, with an emphasis in industrial distribution and e-commerce.

Expo Speakers



Brian Reardon joined Venn Strategies, LLC after serving as a special assistant to President George W. Bush for economic policy, where he was the principal tax aide at the president's National Economic Council. Prior to serving on the White House staff, Reardon was staff director and chief economist for the Senate Republican Policy Committee. He has also held a position as lead tax lobbyist with the National Federation of Independent Business (NFIB) and an aide to Senator Spencer Abraham (R-MI). In his current role, Reardon works to ensure that Venn's clients have market moving information first; that economic policies are fully understood by Congress; and that tax, energy, and healthcare policy encourages investment.



John Roberts, director of healthcare at GS1 US, holds 39 years of experience in global healthcare logistics. He offers expertise in program management, inventory management, business, financial and resource planning, systems design and development, and product and process identification. Roberts is currently responsible for the adoption and implementation of the goals of the 2012 Global Trade Item Number (GTIN) sunrise. This primary focus is in addition to the overall implementation of the GS1 System standards in U.S. healthcare. Roberts has authored hundreds of documents explaining the use of the GS1 System, and is a recognized expert and frequent speaker at regional and global healthcare conferences. Most recently, he was awarded the prestigious commercial "Way Paver" award for his work in promoting the use of barcodes at point of care. Roberts earned a Juris Doctor degree from Widener University.



Curtis Rooney is president of the Healthcare Supply Chain Association (HSCA), (formerly the Health Industry Group Purchasing Association (HIGPA), the leading organization that advocates on behalf of healthcare group purchasing organizations (GPOs) in Washington, D.C. He is responsible for the association's strategic efforts to advance the healthcare GPO

industry. Rooney has written and spoken extensively on politics, Medicare, telemedicine, ERISA, and healthcare reform. He serves on a number of boards, including the Healthcare Industry Supply Chain Institute (HISCI). He is the founding chairman of the Children of Kibera Foundation, which creates educational opportunities for underprivileged children in Nairobi's largest slum. Rooney received a Bachelor of Arts degree from The George Washington University and Juris Doctor from The Catholic University's Columbus School of Law.



Kristine Russell is president of KSR Publishing, Inc., and also serves as publisher and executive editor of *Healthcare Purchasing News*. In addition, she is the president of NP Communications, LLC, which includes *MLO-Medical Laboratory Observer*, *Health Management Technology*, and *Evaluation Engineering* magazines. Russell holds a position on the advisory

board for the International Association of Healthcare Central Service material Management (IAHCSMM) and is a member of the Association for Healthcare Resource & Materials Management (AHRMM), the Healthcare Information and Management Systems Society (HIMSS) – supply chain special interest group, and a number of other healthcare-related supply chain groups. Russell holds a Bachelor of Science degree in merchandising, and minors in textiles, business and art from Northern Illinois University. She has completed graduate coursework at Loyola University of Chicago, Dale Carnegie, and the Georgetown University Healthcare Leadership Institute.



James Scott is president and chief executive officer of Applied Policy, LLC, a health policy and reimbursement consulting firm. Applied Policy partners with organizations to manage regulatory changes by constructively engaging with federal regulators and nongovernmental organizations. Scott has previously served in government roles as a senior advisor at the

Centers for Medicare & Medicaid Services, and as an assistant counsel with the U.S. Senate Legislative Counsel's office, where he drafted Medicare legislation. He holds a Bachelor of Science degree from James Madison University and a Juris Doctor, *Magna Cum Laude*, from the Catholic University of America.



Nicholas Sears, MD, executive vice president and chief medical officer for MedAssets, is a board-certified cardiovascular surgeon with more than 25 years of healthcare experience. Before joining MedAssets, he was principal for Cap Gemini Ernst & Young. In this role, Sears was responsible for reducing supply chain expenses for high-cost physician preference items, as

well as clinical integration and transformation issues centered on leading practices, clinical pathways, and LOS reduction, while maintaining high-quality patient care. Sears worked closely with physicians and administrators to ensure smooth, effective management practices. In addition, he has held several independent consulting positions with a variety of healthcare consulting firms throughout the nation. Prior to his work as a consultant, Sears maintained a clinical practice of cardiothoracic surgery in both private and academic settings in Tampa, Florida.

Expo Speakers



Tom Sweatt has served as the executive vice president of health systems for Encompass Group, LLC for the past 10 years. He carries 32 years of experience within the healthcare industry, including numerous sales and sales management positions. His previous employers include Tecnol Medical Products and Paperpak Products. He has worked with group purchasing organizations for more than 20 years. Sweatt holds a BS in business administration from the University of Tennessee, Knoxville.



Bob Van Heuvelen is principal of Van Heuvelen Strategies, LLC. He launched the firm in 2007, and draws on his career experience on Capitol Hill and in the executive branch to advise clients on a wide variety of legislative and political issues, including healthcare, taxation, and finance. Van Heuvelen previously served as Chief of Staff to Senator Kent Conrad (D-ND) from 1997 to 2007. Prior to his work in the Senate, Van Heuvelen was a federal prosecutor, serving as the Director of Civil Enforcement at the U.S. Environmental Protection Agency, the Justice Department's Deputy Chief, and Acting Chief of the Environmental Enforcement section.



Michael Vintges is vice president of physician preference products, sourcing operations at Novation. In this role, he is responsible for the cardiovascular and orthopedic programs. He leads Novation's national and regional physician-preference-product price negotiations, and his team is responsible for more than 250 national and local negotiations annually on behalf of VHA and UHC members. Vintges has more than 28 years of experience in cardiovascular services, and he most recently served as vice president of the Heart Institute and Center for Advanced Surgery and Technology for the Trinity Mother Frances Health System. He also held the position of director of cardiac services with Hillcrest Baptist Medical, and director of cardiac and pulmonary services at Grossmont Hospital. In addition, Vintges served as the lead invasive cardiovascular technician at Mercy Hospital and as a medical corpsman and LVN in the United States Air Force. He holds Bachelor's and Master's degrees in health services management from LaSalle University, and is a fellow of the American College of Cardiovascular Administrators. Vintges has served the American Heart Association in numerous positions at state and local levels and is frequently engaged as a speaker both in the United States and abroad.



David Welch is senior vice president of strategic sourcing for HealthTrust Purchasing Group. In this role, he oversees all contracting activities and advisory boards. Welch holds more than 32 years of supply chain and materials management experience within HCA, most recently serving as its vice president of supply chain operations, responsible for seven consolidated service centers and 14 satellite warehouse centers across the country. He holds a bachelor of science degree from the University of Tennessee, and has received several awards throughout his career, including HCA's "Materials Management Outstanding Achievement Award."



Tom Wessling, vice president of nutrition and facility services for Amerinet, Inc., works closely with members to develop and enhance the foodservice, environmental, and Choice Portfolio of contracts. He has negotiated more than 350 contracts, resulting in more than \$55 million in savings to members per year. Wessling holds 26 years of experience in the group purchasing industry.

Prior to joining Amerinet, he served as the assistant director of group purchasing for the Hospital Association of Metropolitan St. Louis. Wessling received a Bachelor's degree from the University of Missouri St. Louis and served on the Industry Advisory Council of the Association for Healthcare Foodservice (AHF).



Jill Witter is senior vice president, general counsel and ethics and compliance officer for Novation. She has responsibility for all legal and compliance matters related to Novation and its businesses, and provides legal advice to Novation's senior management, board of directors and business units. With nearly 30 years' service at national and international public companies,

Witter holds extensive legal experience that spans a broad range of industries, including the healthcare, textile, and paper industries. She has handled nearly every aspect of public company legal matters, including SEC regulations, environmental issues, and mergers and acquisitions. Witter holds a law degree from the University of Missouri in Kansas City and a Bachelor of Arts degree in English from the University of Missouri in Columbia.

Expo Speakers



Dale Wright is senior vice president of contracting for Amerinet, Inc. and president of Amerinet Choice® LLC. In these roles, he is responsible for ensuring that the Amerinet group purchasing portfolio of agreements is innovative and competitive, setting the strategy for contracting for all divisions, including custom

contracting. He also leads the operations for Amerinet Choice, the private label and sourcing company of Amerinet. Prior to joining Amerinet, Wright was president and owner of Ni-Med, Inc., a medical device manufacturer. In November 2000, Ni-Med was purchased by Allegiance Healthcare, now Cardinal Health. Before joining Ni-Med, he held the position of vice president of sales at Health Services Corporation of America, now MedAssets, helping the company achieve some of their fastest, most profitable growth. Wright began his healthcare career in supply chain and hospital management at Mineral Area Regional Medical Center. He was also instrumental in the creation of the Missouri Hospital Purchasing Council, part of the Missouri Hospital Association, and was a founding board member.



Meredith Young is executive director of the Healthcare Industry Supply Chain Institute (HISCI), an association for suppliers dedicated to improving efficiencies within the healthcare supply chain. She provides strategic and operational direction in all areas of association management, while spearheading the development of standards and best practices for supply chain

professionals. Recent endeavors include HISCI's work on standardizing GPO rosters, and addressing the challenges of vendor credentialing. Young is a graduate of Louisiana State University and has served in non-profit management roles for eight years. Prior to being appointed executive director for HISCI, she served as Operations Manager for both HSCA and HISCI.



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