

FINAL PROGRAM

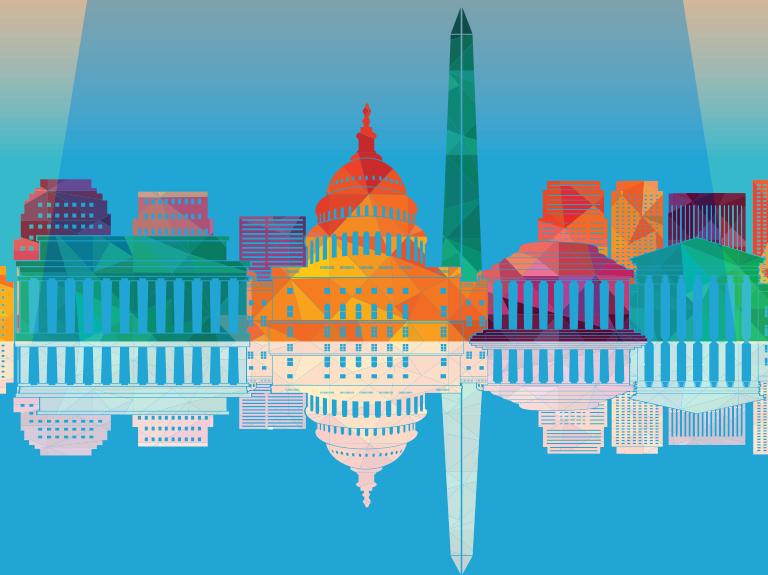
2015

HEALTHCARE
SUPPLY CHAIN

EXPO

CO - HOSTED BY
HSCA AND HISCI

October 5-7, 2015
JW Marriott Washington, DC



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Welcome to Expo!

On behalf of HSCA and HISCI, we would like to welcome you to Washington, DC for the 2015 Healthcare Supply Chain Expo. Over the next few days you will have opportunities to build and strengthen your business relationships, hear industry updates, and learn about emerging trends.

If you haven't already done so, remember to download the **2015 Expo App**, your electronic resource for scheduling and networking throughout the event. Access the app for event information, speaker slides, an attendee directory, and more!

New this year, we are excited for our **Sink or Swim Innovation Challenge**, modeled after the hit television show *Shark Tank*. Every vote counts as five supplier companies showcase their innovations for the chance for valuable, direct meetings with major GPOs. In addition to our new offerings, this year's Expo also features our annual **Reverse Tradeshow** and **The State of the Industry: Perspectives from GPO Executives**, as well as a two-part **IDN Executive Series**.

Please stop by the registration desk if you have any questions throughout the conference. Thank you for joining us in Washington, and enjoy your time here.

Sincerely,



Todd Ebert
President and CEO
Healthcare Supply
Chain Association
(HSCA)



Amy Rhine-Pallas
Chair, Board
of Directors
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Industry Supply
Chain Institute
(HISCI)

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Schedule at a Glance

SUNDAY, OCTOBER 4		
3:00 pm – 6:00 pm	Registration Open	Capitol Registration Desk
6:00 pm – 7:00 pm	HSCA and HISC Member Reception	12th Floor Terrace
MONDAY, OCTOBER 5		
7:00 am – 5:30 pm	Registration Open	Capitol Registration Desk
9:00 am – 10:00 am	HISCI Member Meeting	Capitol Ballroom Salon E
10:00 am – 11:00 am	First-Time Attendee Welcome and Orientation	Grand Ballroom Salon IV
11:00 am – 11:15 am	Welcome and Opening Remarks	Grand Ballroom Salon I-III
11:15 am – 12:00 pm	Opening Keynote Session with Bob Schieffer	Grand Ballroom Salon I-III
12:00 pm – 1:15 pm	Networking Lunch	Capitol Ballroom Foyer
12:00 pm – 1:15 pm	GPO Showcases	See p. 7 for locations
1:15 pm – 1:45 pm	Reverse Tradeshow (Open to HISCI Members)	See p. 13 for locations
1:15 pm – 1:45 pm	Private Business Meetings for Non-HISCI Members	
1:45 pm – 3:15 pm	Reverse Tradeshow (Open to All)	See p. 13 for locations
3:15 pm – 4:30 pm	General Session: IDN Executive Series Part 1	Grand Ballroom Salon I-III
4:30 pm – 4:45 pm	Coffee Break	Capitol Ballroom Foyer
4:45 pm – 5:45 pm	General Session with Cynthia Schnedar, FDA	Capital Ballroom Salon E-F
6:00 pm – 7:00 pm	Board Chairs' Welcome Reception	Penn Avenue Terrace

On occasion, a photographer may take photos of attendees at the Healthcare Supply Chain Expo. Please be aware that these photos may appear in HSCA and/or HISCI brochures, programs, publications, websites, or other materials. A recording of all sessions will also take place at Expo, and the recordings may include the questions from audience members. Your attendance at the Expo constitutes your permission and consent for both the photography and session recordings.

TUESDAY, OCTOBER 6		
7:00 am – 5:30 pm	Registration Open	Capitol Registration Desk
8:00 am – 9:15 am	Networking Breakfast	Capitol Ballroom Foyer
8:00 am – 9:15 am	GPO Showcases	See p. 8 for locations
9:15 am – 10:00 am	General Session: Sink or Swim Overview with Leslie Wainwright	Grand Ballroom Salon II-IV
10:00 am – 10:15 am	Coffee Break	Capitol Ballroom Foyer
10:15 am – 11:45 am	Sink or Swim Competition	Grand Ballroom Salon I-III
11:45 am – 1:15 pm	Networking Lunch	Capitol Ballroom Foyer, Capitol Ballroom Salon E-F
11:45 am – 1:15 pm	ANAE Workshop	Grand Ballroom Salon I
1:15 pm – 1:45 pm	Reverse Tradeshow (Open to HISCI Members)	See p. 13 for locations
1:15 pm – 1:45 pm	Private Business Meetings for Non-HISCI Members	
1:45 pm – 2:45 pm	Reverse Tradeshow (Open to All)	See p. 13 for locations
2:45 pm – 4:00 pm	General Session: IDN Executive Series Part 2	Grand Ballroom Salon II-IV
4:00 pm – 4:15 pm	Coffee Break	Capitol Ballroom Foyer
4:15 pm – 5:15 pm	General Session: The Power of Collective Change: Embracing Employee Wellness and Sustainability	Grand Ballroom Salon II-IV
5:15 pm – 6:15 pm	Evening Reception	12th Floor Terrace
WEDNESDAY, OCTOBER 7		
7:00 am – 10:30 am	Registration Open	Capitol Registration Desk
8:00 am – 9:00 am	Networking Breakfast	Capitol Ballroom Foyer
9:00 am – 10:00 am	General Session: Bellwether League: Innovation as a Response to Increased Competition	Grand Ballroom Salon III-IV
10:00 am – 10:15 am	Coffee Break	Capitol Ballroom Foyer
10:15 am – 11:15 am	The State of the Industry: Perspectives from GPO Executives	Grand Ballroom Salon III-IV
11:15 am – 11:30 am	Closing Remarks	Grand Ballroom Salon III-IV

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Schedule of Events

SUNDAY, OCTOBER 4

6:00 pm – 7:00 pm
HSCA and HISC Member Reception

Sponsored by Cardinal Health



12th Floor Terrace

MONDAY, OCTOBER 5

9:00 am – 10:00 am
HISCI Member Meeting

Capitol Ballroom Salon E

10:00 am – 11:00 am
First Time Attendee Welcome and Orientation
(first time attendees only)

Grand Ballroom Salon IV

Presenters: **Dennis Daar**, Managing Partner, Medical Strategies International, LLC; **Pam Letendre**, Strategic Account Manager Healthcare Services, Henry Schein; **Jessica Wells**, Director, Supplier Relations, Novation LLC

Learn about the high-level networking and educational offerings available at Expo, as well as tips on how to make the most out of your stay in Washington, DC. Interested individuals may participate in a guided walk-through of the Expo meeting space at the conclusion of the session.

11:00 am – 11:15 am
Welcome and Opening Remarks

Grand Ballroom Salon I-III

Presenter: **Todd Ebert**, President and CEO, HSCA

11:15 am – 12:00 pm
Opening Keynote Session: Political Outlook
from a Washington Insider with Bob Schieffer

Sponsored by Premier



Grand Ballroom Salon I-III

Presented by **Bob Schieffer**, Former Moderator of *Face the Nation* and Former CBS News Chief Washington Correspondent

Bob Schieffer is one of the most knowledgeable and respected journalists in the nation. With a unique style that NPR calls “equal parts folksy inquisitor and experienced political insider,” he offers an insightful look at today’s political climate as told through insider stories about how politicians operate behind the scenes. Named a “Living Legend” by the Library of Congress, Schieffer harnesses his enduring appeal as he shares what he’s learned about politics and elections during more than five decades on the job.

12:00 pm – 1:15 pm
Networking Lunch
Capitol Ballroom Foyer

12:00 pm – 1:15 pm
GPO Showcases

Amerinet: Capitol Ballroom Salon E | Novation: Capitol Ballroom Salon F

Amerinet and Novation will present informational updates that pertain to suppliers in 30 minute segments. Showcases will be repeated in the second half hour, allowing you to attend both showcases during this session.

12:00 pm – 12:30 pm
GPO Showcase Session 1

12:45 pm – 1:15 pm
GPO Showcase Session 2

1:15 pm – 1:45 pm
Reverse Tradeshow (Open to HISCI Members)
Various Meeting Rooms (see page 13 for specific locations)

The Reverse Tradeshow is an opportunity for GPOs and IDNs to meet with their supplier partners. The tradeshow’s goal is to strengthen the relationships of all parties and facilitate the sales process.

1:15 pm – 1:45 pm
Private Business Meetings for Non-HISCI Members

1:45 pm – 3:15 pm
Reverse Tradeshow (Open to All)
Various Meeting Rooms (see page 13 for specific locations)

3:15 pm – 4:30 pm
General Session: IDN Executive Series: Part 1
Grand Ballroom Salon I-III

Moderated by **Dennis Daar**, Managing Partner, Medical Strategies International, LLC

Presenters: **Ed Bonetti**, Vice President, Supply Chain Services, University of Massachusetts Memorial Health Care; **Nate Mickish**, Senior Director, Non Acute Care Services, Supply Chain Management, Texas Health Resources; **Allen Passerallo**, MBA, ATC, Senior Director, Strategic Sourcing, Cleveland Clinic; and **Lisa Thakur**, CPA, MBA, FACHE, FHFMA, Corporate Vice President, Clinical and Support Services, Scripps Health

IDN executives will discuss the role of IDNs in forming successful relationships with suppliers. Panelists will focus on best practices for improving efficiency and innovation in the industry and how to work within the GPO contracting umbrella.

4:30 pm – 4:45 pm
Coffee Break

Schedule of Events (cont.)

4:45 pm – 5:45 pm

**General Session: Combating the Drug Shortage Crisis
from the FDA Perspective**

Capitol Ballroom Salon E-F

Presented by **Cynthia Schnedar**, JD, Director Office of Compliance, U.S. Food and Drug Administration

Drug shortages continue to rise in the US and have a significant impact on patients and healthcare providers. This session will explore the current status of drugs shortages and their impact on the supply chain. Hear from the frontlines of the FDA on their efforts to reduce drug shortages in the supply chain.

6:00 pm – 7:00 pm

Board Chairs' Welcome Reception

Sponsored by Provista 

Penn Avenue Terrace

TUESDAY, OCTOBER 6

8:00 am – 9:15 am

Networking Breakfast

Capitol Ballroom Foyer

8:00 am – 9:15 am

GPO Showcases

*MedAssets: Capitol Ballroom Salon F | Premier, Inc.: Capitol Ballroom Salon I
Provista: Capitol Ballroom Salon E*

MedAssets, Premier, Inc., and Provista will present informational updates that pertain to suppliers in 30 minute segments. Showcases will be repeated in the second half hour.

8:00 am – 8:30 am

GPO Showcase Session 1

8:45 am – 9:15 am

GPO Showcase Session 2

9:15 am – 10:00 am

General Session: Sink or Swim Overview

Grand Ballroom Salon II-IV

Presented by **Leslie Wainwright**, Chief Strategy Officer, AVIA

10:15 am – 11:45 am

Sink or Swim in the Supply Chain Competition

Grand Ballroom Salon I-III

You've seen *Shark Tank*, now be a part of the latest innovation challenge. Join us to hear live presentations from new and innovative competitors as they square off in front a panel of highly qualified judges touting their pioneering products or services. Then cast your vote to decide which company will sink or swim with a chance for valuable, direct meetings with major GPOs.

11:45 am – 1:15 pm

Networking Lunch

Capitol Ballroom Foyer

11:45 am – 1:15 pm

ANAE Workshop

Separate Registration Required

Grand Ballroom Salon I

1:15 pm – 1:45 pm

Reverse Tradeshow (Open to HISCI Members)

Various Meeting Rooms (see page 13 for specific locations)

1:15 pm – 1:45 pm

Private Business Meetings for Non-HISCI Members

1:45 pm – 2:45 pm

Reverse Tradeshow (Open to All)

Various Meeting Rooms (see page 13 for specific locations)

2:45 pm – 4:00 pm

General Session: IDN Executive Series: Part 2

Grand Ballroom Salon II-IV

Moderated by **Fred Pane**, RPh, FASHP, Senior Director, National Accounts and Systems Engagement, The Medicines Company

Presenters: **Gary Wagner**, Senior Vice President, Supply Chain, Houston Methodist; **Richard Yonker**, Vice President, Supply Chain, Tenet Healthcare

Join us for Part 2 of our IDN executive panel series to learn more about the role of IDNs in forming successful relationships with suppliers, as well as best practices for improving efficiency and innovation in the industry and how to work within the GPO contracting umbrella.

4:00 pm – 4:15 pm

Coffee Break

4:15 pm – 5:15 pm

**General Session: The Power of Collective Change:
Embracing Employee Wellness and Sustainability**

Grand Ballroom Salon II-IV

Moderated by **Seema Wadhwa**, Assistant Vice President, Sustainability and Wellness, Inova Health System

Presenters: **Gary Cohen**, President and Co-Founder, Health Care Without Harm; **Joel Sigler**, CSP, HEM, Senior Manager, National Environmental Health and Safety, Kaiser Permanente; **Christina Vernon**, Assistant Vice President for A Healthy Environment, Carolinas HealthCare System and **Seema Wadhwa**, Assistant Vice President, Sustainability and Wellness, Inova Health System

This session provides a comprehensive look at environmental sustainability in the supply chain: what it is, why it matters, and how it can be implemented within the healthcare supply chain setting through a panel of diverse health systems. Learn how to drive sustainable change within your own supply chain, and how to build sustainability into vendor relationships and into the very culture of the supply chain department.

Schedule of Events (cont.)

5:15 pm – 6:15 pm
Evening Reception
12th Floor Terrace

WEDNESDAY, OCTOBER 7

8:00 am – 9:00 am
Networking Breakfast
Capitol Ballroom Foyer

9:00 am – 10:00 am
General Session: Bellwether League: Innovation as a Response to Increased Competition

Grand Ballroom Salon III-IV

Moderated by **Patrick Carroll**, President, Patrick E. Carroll & Associates, Inc.
Presenters: **Nancy LeMaster**, MBA, Vice President, Strategic Sourcing, BJC Healthcare; **Michael Louviere**, Vice President, System Supply Chain, Ochsner Health System; **Jim Olsen**, Senior Vice President, Materials Resource Management, Carolinas HealthCare System; and **Ray Seigfried**, Executive Vice President, Christiana Care

Healthcare providers need to drive increased innovation in their services rapidly and cost-effectively if they wish to remain competitive. This necessity for innovation impacts supply chain leaders and the companies they use as trading partners. Learn how you can become a better innovator and cope with the challenges of healthcare reform from a panel of Bellwether League honorees and members of the board of directors.

10:00 am – 10:15 am
Coffee Break

10:15 am – 11:15 am
General Session: The State of the Industry: Perspectives from GPO Executives

Grand Ballroom Salon III-IV

Moderated by **John Pritchard**, Publisher, *The Journal of Healthcare Contracting*, *The Max*, *ACO Insights*, and *Medical Distributions Solutions, Inc. (MDSI)*

Presenters: **Durrall Gilbert**, President, Supply Chain Services, Premier Inc.; **Jody Hatcher**, President, Offering Delivery and Operations, Novation; **Ed Jones**, President and CEO, HealthTrust Purchasing Group; **Mike Nolte**, President and Chief Operating Officer, MedAssets; **Lee Perlman**, President, GNYHA Ventures, Inc. and Executive Vice President, and CFO, GNYHA

Join top GPO executives as they discuss how they like to do business, the state of the industry, and how their businesses have been affected by healthcare reform legislation. This session includes an opportunity for Q&A.

11:15 am – 11:30 am
Closing Remarks

Grand Ballroom Salon III-IV

Presented by **Lee Perlman**, President, GNYHA Ventures, Inc. and Executive Vice President and CFO, GNYHA, and Chairman, HSCA Board of Directors

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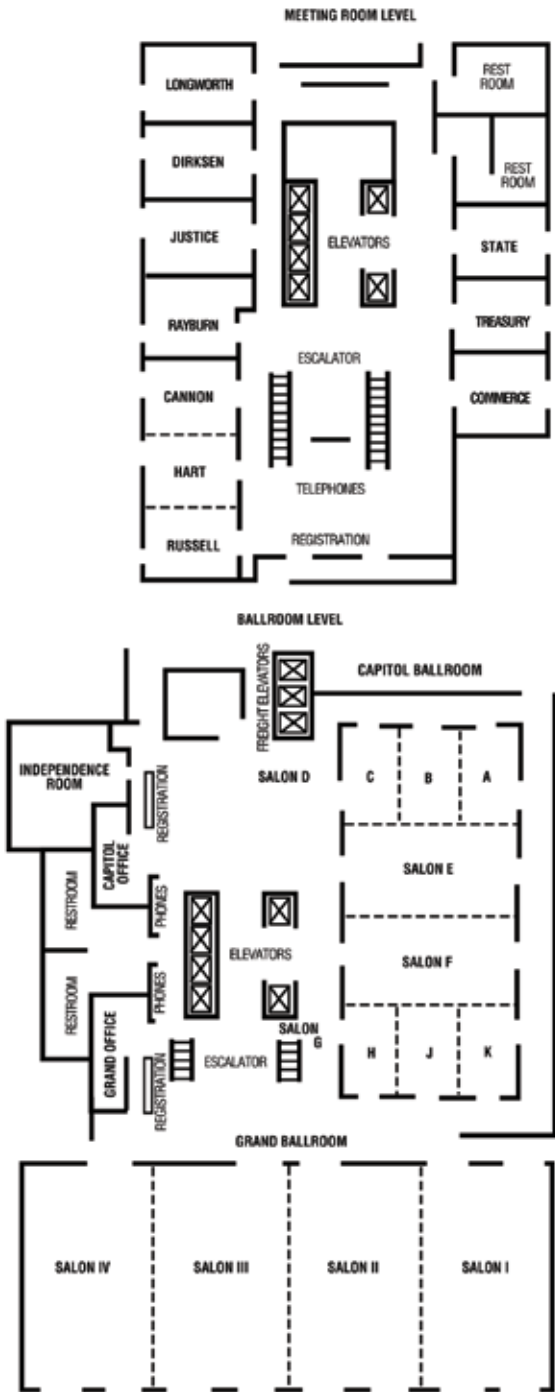


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Mon., Oct 5th • 1:15 p.m. – 3:15 p.m.
Tues., Oct 6th • 1:15 p.m. – 2:45 p.m.

Meeting Space




Reverse Tradeshow

Amerinet, Inc www.amerinet-gpo.com	Rayburn
GNVHA Ventures www.gnyha.org	Capitol Ballroom Salon G
HealthTrust Purchasing Group www.healthtrustpg.com	Longworth
Innovatix www.innovatix.com	Capitol Ballroom Salon G
MedAssets www.medassets.com	State
MMCAP www.mmcap.org	Dirksen
Novation, LLC www.novationco.com	Russell and Hart
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The Healthcare Supply Chain Association (HSCA) is a broad-based trade association that represents 14 group purchasing organizations. HSCA members aggregate purchasing power to help provide the best products at the best value to American healthcare providers and deliver annual healthcare cost savings of \$36 billion. HSCA serves its members and an evolving supply chain through advocacy, education, ethics, information and networking. To learn more about HSCA visit www.supplychainassociation.org.



The Healthcare Industry Supply Chain Institute (HISCI)—much like the Expo—puts you at the table with GPO decision makers to share best practices, participate in educational activities, and network. Membership gives everyone in your organization access to HISCI's many member benefits, including discounts to these events as well as our website with a GPO member directory, a HISCI member directory, monthly educational webinars (live and on-demand), GPO 101 resources, a career center, and more. Learn more at www.hiscionline.org/membership.

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MedAssets	Yankee Alliance

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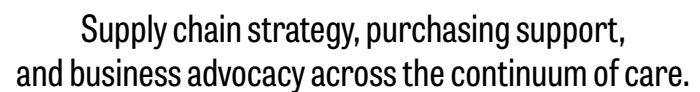
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Expo Reverse Tradeshow*



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