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HIGPA
INTERNATIONAL
EXPO

October 22-24, 2007
JW Marriott Desert Springs Resort
Palm Desert, California



Healthcare Supply Chain 360: Focus on the Future

Register by August 31
and save \$150 per person.
Find out how on page 13.

www.higpa.org



HEALTH INDUSTRY GROUP
PURCHASING ASSOCIATION



Healthcare Industry
Supply Chain Institute





Connections Collaboration Quality Content

Who is HIGPA and How Can They Help You?

The Health Industry Group Purchasing Association (HIGPA) is a broad-based trade association that represents 20 group purchasing organizations, including for-profit and not-for-profit corporations, purchasing groups, associations, multi-hospital systems and healthcare provider alliances. HIGPA's mission is to advocate on behalf of healthcare group purchasing organizations, to provide educational opportunities designed to improve efficiencies in the purchase, sale and utilization of all goods and services within the health industry and to promote meaningful dialogue between GPOs.

Why Attend the 2007 HIGPA International Expo?

The 2007 HIGPA Expo, co-hosted by the Healthcare Industry Supply Chain Institute (HISCI), is the meeting where business happens. Your current colleagues and future business partners will be at the Expo ready to connect with you and conduct business. GPOs, IDNs, and industry suppliers will all be in attendance at the reverse trade show, focus groups, networking events, and educational sessions.

Join us and learn definitive ways to grow your people and your business. High profile keynote speakers and breakout sessions will give you and your company the business advantage.

Plain and simple...this is the place to do business.

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Plain and simple...this is the place to do business.

Mark your calendar and make plans to attend the **2007 HIGPA International Expo, co-hosted by HISCI from October 22-24, 2007 in Palm Desert, California**. For 2007, we tackle the theme "Healthcare Supply Chain 360: Focus on the Future" where we take a look at how the future of GPO, IDN, and vendor relationships affect the way we do business.

This year, more than ever, we really want attendees to leave with definitive ways to grow their people and their business in the spirit of collaboration. With this in mind, our goal was to develop an outstanding conference program that really brings something unique to industry events.

2007 conference highlights include:

Conference Focus Groups...research conducted on-site, data tabulated, and results presented that uncover the key issues facing the supply chain and ways to ease those issues through communication and relationships.

Reverse Trade Show...learn more and get down to business. Here is your opportunity to make connections and facilitate the sales process.

The GPO/Supplier Relationship: Creating Mutual Value...hear from GPO contracting experts and learn how they do business using the six key cornerstones of contracting.

General Session Speakers...hear from Terry McAuliffe, Pat Buchanan, and Johnny Bench in addition to the relevant and ground-breaking breakout sessions.

The 2007 HIGPA International Expo is where you need to be to succeed. Attend and network with colleagues, learn from experts in the field, and take away knowledge that produces results.

Register today at www.higpa.org and we look forward to seeing you in California!

Sincerely,



John Eppard
EXPO Steering
Committee Co-Chair



Anna Fox
EXPO Steering
Committee Co-Chair

Schedule of Events

As of August 1, 2007

Sunday, October 21, 2007

4:00 pm	–	7:30 pm	GPO Focus Groups
4:00 pm	–	7:30 pm	Vendor Focus Group
5:00 pm	–	8:00 pm	HISCI Board Meeting

Monday, October 22, 2007

8:00 am	–	11:00 am	HIGPA Board Meeting
11:30 am	–	2:30 pm	Reverse Tradeshow
1:00 pm	–	4:30 pm	IDN Focus Groups
2:30 pm	–	3:00 pm	Break
3:00 pm	–	3:45 pm	HIGPA Member Meeting
3:45 pm	–	4:30 pm	HISCI Member Meeting
4:30 pm	–	5:00 pm	Break
5:00 pm	–	5:45 pm	General Session Johnny Bench: The Vowels of Success
6:00 pm	–	7:00 pm	Johnny Bench Autograph Signing
6:00 pm	–	10:00 pm	Sports Lounge

Tuesday, October 23, 2007

7:00 am	–	7:30 am	Continental Breakfast
7:30 am	–	9:00 am	General Session: The GPO/Supplier Relationship: Creating Mutual Value
9:00 am	–	10:30 am	Reverse Tradeshow

10:30 am – 10:45 am	Break
10:45 am – 12:15 pm	Morning Breakout Sessions Washington Update Comparative Effectiveness Panel of Hospital Executives
12:15 pm – 1:45 pm	Break (Lunch Provided)
1:45 pm – 3:15 pm	Afternoon Breakout Sessions Patient Safety/Quality Healthcare IT Perspective Sales Representative Credentialing
3:15 pm – 3:30 pm	Break
3:30 pm – 5:00 pm	Reverse Tradeshow
5:00 pm – 6:30 pm	Chairmen's Reception
6:30 pm – 8:30 pm	General Session & Dinner: An Outlook on the Political Landscape with Terry McAuliffe and Pat Buchanan Scholarship Presentation to Health Careers Foundation, Hire Heroes USA
8:30 am – 11:00 pm	Reception

Wednesday, October 24, 2007

7:30 am – 8:00 am	Continental Breakfast
8:00 am – 9:30 am	General Session: Panel on Focus Group Results (see page 6 for information)
9:30 am – 10:00 am	General Session: Closing Remarks: The Year to Come Curtis Rooney, President of HIGPA and HISCI

Conference Highlights

Conference Focus Groups...New for 2007

The Healthcare Industry Supply Chain Institute (HISCI) is conducting focus groups of IDNs, GPOs and vendors at the 2007 Expo. This research will uncover the key issues facing the healthcare supply chain among industry stakeholders. The goal of the focus groups will be to produce better communication and relationships within the industry.

The findings of the focus groups will be revealed at the conference in a summary report distributed to all attendees. Attend the Wednesday morning session and you will be at the forefront of the issues that are uncovered by the Center for Nonprofit Strategies, then discussed by participants and moderated by the editor of *The Journal of Healthcare Contracting*.

Reverse Trade Show

The reverse trade show is your opportunity to learn more and get down to business. There will be offices available for GPOs and IDNs to present their business models and areas of purchasing to the supplier community. The goal of the trade show is to strengthen the relationships of both parties and facilitate the sales process. The reverse trade show will be open on Monday from 11:30 am – 2:30 pm and Tuesday from 9:00 am – 10:30 am and 3:30 pm – 5:00 pm.

Sports Lounge and Johnny Bench Autograph Signing

Networking is key at the industry's premier annual event. The Sports Lounge will be open on Monday, October 22 from 6:00 pm – 10:00 pm, immediately following Johnny Bench's general session. Relax at the Sports Lounge and get a personalized, autographed baseball from Johnny Bench before 7:00 pm (quantities limited). For additional networking opportunities at the 2007 Expo, turn to page 12.

The GPO/Supplier Relationship: Creating Mutual Value

Mark Miriani, President, MedAssets Supply Chain Systems

Michael Berryhill, Executive Vice President, Supply Chain Services, Broadlane

Nancy Walsh, Senior Director, Medical Supplies, Consorta, Inc.

John Biggers, Jr., Group Vice President, Premier, Inc.

Allen Dunelew, Chief Contracting Officer, Amerinet

Moderator: Mark McKenna, Retired President/CEO, Novation

The objective of this workshop is to demonstrate ways to enhance the value of the GPO/supplier relationship. Hear from the top GPO contracting experts in the industry about how they like to do business. Key GPO executives on this panel will elaborate on the six key cornerstones of contracting that lead to greater success: Creating Value, Promoting Value, Measuring Success, Enhancing Worth, Sustaining Innovation, and Reviewing Market Directions.



Educational Program

Staying ahead of the curve is hard to accomplish but the more you know, the better suited you are for success. The 2007 Educational Sessions are designed to furnish you with tangible information and best practices that you can put into place right away. Tackle industry challenges, observe lessons in leadership, and gain some additional perspective on approaching new business—all in the spirit of collaboration.

GENERAL SESSIONS

Monday, October 22, 2007

The Vowels of Success

Johnny Bench



A successful broadcaster and Major League baseball player with the Cincinnati Reds, Bench delivers a captivating how-to presentation on success, paralleling his experiences from the worlds of sports, entertainment, and civic involvement. Bench discusses what is necessary to be successful in anything you may desire or want to achieve. With methods for success represented by the five vowels, Bench shows that it is as easy as the ABC's to succeed at individual and group goals.

Tuesday, October 23, 2007

An Outlook on the Political Landscape

Terry McAuliffe and Pat Buchanan



Terry McAuliffe and Pat Buchanan bring extensive experience and admirable devotion to American politics and government. They have both clearly made their mark on the Democratic and Republican parties, with McAuliffe having served as Chairman and architect of the reemergence of the Democratic party and Buchanan as presidential speech writer and conservative presidential candidate in '92, '96 and '00 campaigns. McAuliffe is the Chairman of the Hillary Clinton for President Exploratory Committee. Buchanan also served as co-host of CNN's Crossfire for almost 20 years and remains a panelist on The McLaughlin Group. This lively debate style point-counterpoint discussion of the American political scene, hot button issues, and the race to the Oval Office promises to put you directly in the "cross-fire."

CONCURRENT BREAKOUT SESSIONS

Attending breakout sessions allows you to increase your knowledge and gain an in-depth understanding of current and relevant information in the industry. In 2007, HIGPA and HISCI have developed two sets of great concurrent sessions—pick those you find of greatest interest to attend.

Tuesday, October 23, 2007

10:45 – 12:15 pm

Washington Update

Blair Childs, Senior Vice President of Premier, Inc.

Ed Goodman, Vice President of Public Policy at VHA, Inc.

Neil Quinter, Partner, McDermott, Will & Emery

Steve Jennings, Principal, Capitol Health Group LLC

Come join this panel of GPO legislative representatives, moderated by Curtis Rooney, President of HIGPA and HISCI, for an update from Capitol Hill. This panel of Washington insiders will discuss the latest developments in Washington including: the GPO Safe Harbor, 340B Program, Transparency, Pedigree, Reimbursement, Patient Safety, Pay-for-Performance, and the latest breaking news as seen from the point of view of these major GPO lobbyists. Hear a legislative and political update and learn what the 2008 elections will mean for the health care industry.

Comparative Effectiveness

John Calfee, PhD, Resident Scholar, American Enterprise Institute

Beyond consumer-directed healthcare, pay-for-performance and other buzz-words lies a new frontier: pharmaceutical comparative effectiveness. Drug A is more effective but costs more than Drug B. When is cheaper better and when is it a recipe for worse health and higher costs down the road? Tough questions like that are the fodder of the young discipline of comparative effectiveness research. Who is doing this research, why are they doing it, and what are we beginning to learn from the results?

Educational Program *(continued)*

Panel of Hospital Executives

Speakers TBD

Come learn how hospital executives are doing business. Learn from this panel of hospital executives about “what keeps them up at night,” the important issues they are facing today, including their views of rising healthcare costs and drivers for the future.

1:45 pm – 3:15 pm

Patient Safety/Quality

Diane Redmond, Director of Quality & Patient Safety, Memorial Health System

Izabella A. Gieras, MS, MBA, CCE, CSSBB, Director, Technology Management, Beaumont Services Company, LLC

Stephanie Joseph, Senior Projects Engineer, Health Devices Group, ECRI Institute Headquarters

Learn from patient safety leaders the latest in efforts to avoid medical errors. Zero tolerance, better reporting, and faster response make hospitals safer for the patients who receive care from them.

Healthcare IT Perspective

Bill Dwyer, MBA, Independent Healthcare Strategist

This presentation analyzes current healthcare trends, along with recent developments in HCIT. We will explore the national economic costs that occur in a fragmented health system and how tomorrow's health practitioners are likely to use these tools to improve care within our communities.

Sales Representative Credentialing

*Alan Edwards, Children's Medical Center
(Dallas) Director, Materials Management
Andy Monin, CEO, VendorMate
John Tara, Chair, AdvaMed Committee
Robert Wise, Vice President, Division of
Standards and Survey Methods, The
Joint Commission*

You know what “sales rep credentialing” is, now learn how to deal with it! You will hear from representatives from hospitals, the vendor community, a company that is at the forefront of providing hospitals with “vendor credentialing” services and the Joint Commission. Hear what the issues and arguments are on all sides and have the opportunity to ask your questions. This is an opportunity to shape your future!



Wednesday, October 24, 2007

Conference Focus Groups...New for 2007

The Healthcare Industry Supply Chain Institute (HISCI) is conducting focus groups of IDNs, GPOs and vendors at the 2007 Expo. This research will uncover the key issues facing the healthcare supply chain among industry stakeholders. The goal of the focus groups will be to produce better communication and relationships within the industry.

The findings of the focus groups will be first revealed at the conference. Attend this session and you will be at the forefront of the issues that are uncovered by the Center for Nonprofit Strategies, then discussed by participants and moderated by the editor of *The Journal of Healthcare Contracting*.

Networking Events

Monday, October 22, 2007

6:00 pm – 10:00 pm

Sports Lounge and Johnny Bench Autograph Signing

Join your fellow sports enthusiasts to watch Monday Night Football and post-season baseball on the large screen while networking and dining on upscale game-day fare. Enjoy the game, make new connections, and speak with Johnny Bench who will be giving out autographed baseballs (quantity limited) for the first hour.

Tuesday, October 23, 2007

5:00 pm – 6:30 pm

Chairmen's Reception

Attendees can unwind after the day's educational programming and enjoy cocktails, hors d'oeuvres and entertainment before the general session dinner at 6:30 pm.

6:30 pm – 8:30 pm

General Session & Dinner: An Outlook on the Political Landscape with Terry McAuliffe and Pat Buchanan

Dinner will include a Scholarship presentation to Health Careers Foundation, Hire Heroes USA.

Enjoy dinner over an engaging general session where the discussion will revolve around the American political scene, hot button issues, and the race to the Oval Office from the inside track.



8:30 pm – 11:00 pm

Evening Reception

The Spring Patio is the perfect setting to relax, talk about what you learned in sessions with colleagues, and look forward to Wednesday's focus group results that will make what you do and how you generate business easier. For more information on the focus groups, see page 6.

General Information

Registration Information

The 2007 HIGPA International Expo individual registration fee includes all functions listed in the schedule of events with the exception of functions requiring a separate registration fee. The 2007 HIGPA International Expo group registration fees include variable individual registration benefits per commitment level. All registrations received after **August 31, 2007** will incur a **\$150 late fee** applied per person. You may register online at **www.higpa.org**.

Registration Rates – Individual

- HIGPA/HISCI Member Individual = **\$1,595**
- Non-Member Individual = **\$3,595**

Registration Rates – Group

To take advantage of the Group discount registration rates, you must complete and return a Group Registration Form to attend. For questions regarding Group Contracts, contact HIGPA via email at info@higpa.org or call (202) 367-1173.

- Five (5) Attendees = **\$7,495** (HIGPA member) or **\$12,495** (non-member)
 - Includes five (5) passes to all educational and networking events at the 2007 HIGPA International EXPO
- Ten (10) Attendees = **\$14,995** (HIGPA member) or **\$24,995** (non-member)
 - Includes ten (10) passes to all educational and networking events at the 2007 HIGPA International EXPO
- Fifteen (15) Attendees = **\$21,995** (HIGPA member) or **\$36,995** (non-member)
 - Includes fifteen (15) passes to all educational and networking events at the 2007 HIGPA International EXPO
- Twenty (20) Attendees = **\$28,995** (HIGPA member) or **\$47,995** (non-member)
 - Includes twenty (20) passes to all educational and networking events at the 2007 HIGPA International EXPO

For those companies with less than \$10 million in annual sales revenue, please contact HIGPA Headquarters at (202) 367-1162 for additional discount options.

General Information *(continued)*

Cancellation/Transfer Policy

Refunds will be issued for cancellations received in writing on or before **Friday, August 31, 2007**. A \$250 processing fee applies to all individual registration cancellations. Group cancellations will be subject to a processing fee equaling 15% of the group payment. No refunds will be issued after Friday, August 31, 2007.

If unable to attend the event, registrations may be transferred to another individual within the same organization. Name changes must be submitted in writing. Individuals are responsible for changing their own housing reservations and will be subject to the hotel's cancellation policy.

HIGPA assumes no liability for non-refundable transportation costs, hotel accommodations or additional costs incurred by registrants. HIGPA reserves the right to substitute presenters and reschedule programs due to unforeseen circumstances.

Disability Needs

In compliance with the Americans with Disabilities Act (ADA), the Health Industry Group Purchasing Association (HIGPA) will endeavor to accommodate attendees with a disability that requires special needs, accommodations or requirements during the 2007 HIGPA International Expo. Please contact HIGPA Headquarters at info@higpa.org with your request and we will do our best to assist you with special arrangements. The deadline for special needs requests is **September 21, 2007**.

Housing Rates & Reservations

Rooms have been set aside for 2007 HIGPA International Expo attendees at the JW Marriott Desert Springs Resort. All conference events will take place in the hotel. Reservations made after **Wednesday, September 19, 2007**, are not guaranteed to receive HIGPA's discounted rate and are subject to hotel availability.

JW Marriott Desert Springs Resort
74855 Country Club Drive
Palm Desert, CA 92260
Phone: (760) 341-2211
Hotel Reservations: (888) 772-5809 (within U.S. & Canada)

At the JW Marriott Desert Springs Resort, room rates are \$245 per night plus tax for single/double occupancy. An additional \$20 per night for more than two occupants will be added (please reserve your housing by phone in this case). You can reserve your housing by calling (888) 772-5809. When calling, be sure to request the "HIGPA" discounted rate.

Air Travel/Car Rental Information

HIGPA has chosen Apollo as the preferred travel agency for the 2007 International Expo. To book travel, contact Apollo today and receive HIGPA's discounts on airfare and car rental rates.

Pick one of the following to book your travel:

- **Call: (866) 880-6483 7:00am - 7:00pm CST Monday - Friday**
- **Email: travel@travelapollo.com**
- **Online: <http://HIGPA.themeetingevent.com>**

Mention you're calling for the 2007 HIGPA International Expo and Apollo will take care of the rest!

Important Information!

- Agents are available to help book your reservations from 7:00am - 7:00pm CST Monday - Friday. After hours Emergency assistance is available for an additional fee should you need travel assistance after normal business hours.
- When stranded at the airport due to severe weather, mechanical delays, or when needing an immediate change due to scheduling issues, your agency is an indispensable ally.
- Your ticket will be issued and an email will be sent confirming your itinerary. The price of your ticket, including the service fee will be listed. Restrictions, fees, and cancellation penalties will apply.

Ground Transportation Information

The Palm Springs International Airport is approximately 11 miles away from the resort. Taxi service from Palm Springs International Airport is approximately \$45 each way. Palm Springs Taxi is offering discounts from the Palm Springs Airport to the JW Marriott Desert Springs Resort & Spa. Make your reservation in advance for a 15% discount off the standard round-trip fare of \$90.00 for one passenger—a savings of \$15.00. Save 67% for up to three passengers. For complete ground transportation information, visit the Palm Springs International Airport website at <http://www.palmspringsairport.com>.

Attire

Business casual attire is recommended.

Golf

If you are interesting in playing golf while in Palm Desert, the JW Marriott has extended a 15% discount to attendees. Inquire at the reception area to make arrangements.

HIGPA and HISC I Association I



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Chief Operating Officer
Consorta, Inc.

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Child Health Corporation of America

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Chief Marketing Officer
Amerinet

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HIGPA Members

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Innovatix	Consorta, Inc.
Child Health Corporation of America	Council Connections
Provista	MedAssets Supply Chain Systems
GNYHA Services, Inc.	MEDBUY Corporation
Broadlane, Inc.	HPS
Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP)	MAGNET, CO-OP
SAREL Supplies & Services for Medicine, Ltd	PRIME
Premier, Inc.	United Pharmacy Partners, Inc.
	CHAMPS Management Services
	HealthTrust Purchasing Group

HISCI Members

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Action Bag Company	Huntleigh Healthcare LLC
Ansell Healthcare Products, LLC	Instrumentation Laboratory
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B. Braun Medical, Inc.	KCI
Baxter Healthcare Corporation	McKesson Corporation
BD	Medline Industries, Inc.
Bracco Diagnostics	MEDRAD/Bayer Healthcare Pharmaceuticals
Bioniche Pharma, US Operations	Medtronic USA, Inc.
Blood Diagnostics, Inc.	Merck & Company, Inc.
Brother International Corporation	MGI Pharma, Inc.
BSN Medical, Inc.	Molnlycke Healthcare
Cardinal Health, Inc.	Olympus America, Inc.
CSL Behring	Organon Pharmaceuticals USA, Inc.
Coloplast Corporation	Parenta Pharmaceuticals
Covidien	PDL BioPharma, Inc.
Dade Behring, Inc.	Praxair, Inc.
DANKA	Quest Diagnostics
DeRoyal	Sagent Pharmaceuticals
Eli Lilly and Company	Sammons Preston
Encompass Group, LLC	Sanofi-Aventis
Enturia	Siemens Medical Solutions Diagnostics
E-Z-EM, Inc.	Smiths Medical
FFF Enterprises, Inc.	Standard Register
Fougera	Talecris Biotherapeutics
FUJIFILM Medical Systems USA, Inc.	Terumo Medical Corporation
GE Healthcare	The Dial Corporation
GlaxoSmithKline	UDL Laboratories, Inc.
Global Pharmaceutical Sourcing	W.L. Gore & Associates, Inc.
H.D. Smith	
Henry Schein, Inc.	
Hill-Rom Company, Inc.	

Upcoming Events

2008 Pharmacy Forum

February 11-13, 2008

Ritz-Carlton Buckhead

Atlanta, Georgia

2008 International EXPO

October 19-22, 2008

Grand Lakes Orlando: JW Marriott Orlando & Ritz-Carlton Orlando

Orlando, Florida

The 2007 HIGPA Expo, co-hosted by HISCI, is *the* meeting where business happens.



**HEALTH INDUSTRY GROUP
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Washington, DC 20036

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