

FINAL PROGRAM

2013

HEALTHCARE  
SUPPLY CHAIN

EXPO

CO-HOSTED BY  
HSCA AND HISCI

October 21-23, 2013

JW Marriott Washington, DC

**HSCA**  
HEALTHCARE SUPPLY CHAIN ASSOCIATION  
Innovators In Evidence-Based Sourcing

  
**hisci**  
Healthcare Industry  
Supply Chain Institute

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# 2014

## HEALTHCARE SUPPLY CHAIN EXPO

CO-HOSTED BY  
HSCA AND HISC I

October 15-17, 2014  
JW Marriott Washington, DC

# Welcome to the Expo!

On behalf of the Healthcare Supply Chain Association (HSCA) and the Healthcare Industry Supply Chain Institute (HISCI), we would like to welcome you to the 2013 Healthcare Supply Chain Expo. With over *nine hours* of scheduled networking time and strong educational sessions driven by top-notch speakers, the Expo remains one of the preeminent conferences for the healthcare supply chain industry.

With keynote sessions led by Chuck Todd, NBC News Political Director and Chief White House Correspondent, and host of *The Daily Rundown* on MSNBC, as well as Tom Scully, former CMS Administrator, we know you will appreciate getting lively updates on the current state of the nation and learning what the real story is on Capitol Hill.

A wide range of sessions grants you the freedom to select topics of interest to you:

- A panel of IDN executive members who will discuss pertinent issues in the supply chain and the role of IDNs in forming relationships with suppliers during the general session, *Partnering with IDNs for Efficiency and Innovation*.
- Panelists will take a deeper look at the ACO model and discuss next steps for systems that have implemented the model during the general session, *Living in the ACO Model: What's Next?*
- New this year are two breakout sessions: *Combating the Drug Shortage Crisis*, which will explore shortages and underlying factors contributing to drug shortages; and *New Standards for Patient Safety*, which will feature speakers from AAMI, GPOs, FDA, CMS, Joint Commission, and supply chain and supplier stakeholders.
- A panel of both GPOs and suppliers will discuss ways to make the relationships between GPOs and suppliers more meaningful, and will address both challenges and opportunities during the session, *Building Connections: Enhancing the GPO/Supplier Relationship*.

In addition to our educational sessions, the Expo gives you the opportunity to build your network of high-powered, key industry influencers. With more than 400 group purchasing members and suppliers in attendance, you'll be able to make key connections that are both influential and beneficial to your business and will ultimately provide you with a true advantage in today's market. Develop strategic partnerships during:

- The First-Time Attendee Welcome and Orientation, where first-time attendees will hear an overview of the advantages of the Expo and tips to make the most of their stay in Washington, DC.
- 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, and to strengthen relationships of all parties and facilitate the sales process.

Again, welcome and thank you for joining us in Washington.

Sincerely,



**Linea Wilson**  
*Expo Steering  
Committee Co-Chair*  
Children's Hospital  
Association



**Pam Letendre**  
*Expo Steering  
Committee Co-Chair*  
Henry Schein, Inc.

# Schedule of Events

## SUNDAY, OCTOBER 20

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3:00 p.m. – 6:00 p.m.

**Registration Open**

*Capitol Registration Desk*

6:00 p.m. – 8:00 p.m.

**HSCA and HISC I Member Reception**

*Penn Avenue Terrace*

## MONDAY, OCTOBER 21

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7:00 a.m. – 5:30 p.m.

**Registration Open**

*Capitol Registration Desk*

8:00 a.m. – 8:30 a.m.

**HISC I Member Meeting**

*Salon E*

8:30 a.m. – 9:00 a.m.

**HSCA Member Meeting**

*Salon E*

8:30 a.m. – 9:45 a.m.

**First-Time Attendee Welcome and Orientation**

*(First-time attendees only)*

*Salon 1*

**Dennis Daar**, Managing Partner, Medical Strategies International, LLC; **Pam Letendre**, Strategic Account Manager, GPO/Affinity Groups, Healthcare Services, Henry Schein, Inc.; **Linea Wilson**, Vice President, Group Purchasing Services, Children's Hospital Association

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 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.

10:00 a.m. – 10:15 a.m.

**Welcome and Opening Remarks**

*Grand Ballroom Salon III*

**Todd Ebert**, President and Chief Executive Officer, Amerinet, Inc., and HISC I Board Chairman; **Jody Hatcher**, President and Chief Executive Officer, Novation, LLC, and HSCA Board Chairman; **Curtis Rooney**, President, HSCA

Join us for an overview of Expo events and highlights, followed by the Opening General Session.

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 HISC I 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.

10:15 a.m. – 11:00 a.m.

### **Opening Keynote General Session**

Presented by: **Chuck Todd**, NBC Chief White House Correspondent and NBC News Political Director

*Grand Ballroom Salon III*

*Sponsored by*



Chuck Todd is NBC's Chief White House Correspondent and the host of *The Daily Rundown* on MSNBC. The Washington watcher gives an original perspective on the Obama administration and the practical changes it will create in America. His balanced scrutiny of politicians and current events will give you an entertaining and edifying experience that you won't soon forget!

11:00 a.m. – 11:15 a.m.

### **Break**

*Grand Ballroom Foyer*

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



11:15 a.m. – 12:15 p.m.

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

*Grand Ballroom Salon III*

Presented by: **Rand Ballard**, MBA, Office of the Chief Executive, Senior Executive Vice President, and Chief Customer Officer, MedAssets; **Todd Ebert**, President and Chief Executive Officer, Amerinet, Inc.; **Durral Gilbert**, President, Supply Chain Services, Premier, Inc.; **Jody Hatcher**, President and Chief Executive Officer, Novation, LLC; **Lee Perlman**, President, GNYHA Ventures, Inc., and Executive Vice President, Administration, and Chief Financial Officer, Greater New York Hospital Association (GNYHA); **Michelle Pleiness**, Vice President of Member Development and Customer Relations, HPS

Moderator: **John Strong**, Principal, John Strong, LLC

Hear from the top GPO executives about how they like to do business and why. Panelists will discuss the state of the industry and how healthcare reform legislation has affected their business, members, customers, and the outlook for the future of the industry.

12:15 p.m. – 1:30 p.m.

### **GPO Executive Networking Lunch**

*Grand Ballroom Salon I*

*Sponsored by*



This is an opportunity for suppliers to meet exclusively with GPO leaders. The networking lunch will be a structured event where suppliers will submit their preference on which GPO leaders they would like to meet with. Seating will be assigned on a first-come, first-served basis.

*\* For individuals not attending the Networking Lunch, or if space fills up, lunch will be served in the Capitol Ballroom Foyer.*

# Schedule of Events

## MONDAY, OCTOBER 21 *(cont.)*

1:30 p.m. – 2:00 p.m.

### **Reverse Tradeshow (open to HISC I members only)**

*Various Meeting Rooms (see page 10 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.

1:30 p.m. – 2:00 p.m.

### **Private Business Meetings for Non-HISC I Members**

2:00 p.m. – 3:30 p.m.

### **Reverse Tradeshow (open to all)**

*Various Meeting Rooms (see page 10 for specific locations)*

3:30 p.m. – 5:00 p.m.

### **General Session: Partnering with IDNs for Efficiency and Innovation**

*Grand Ballroom Salon III*

Presented by: **Tony Benedict**, CPIM, CBPP, Vice President, Supply Chain Management, Abrazo Healthcare; **Steven Huckabaa**, MHA, Vice President, Supply Chain Management, Avera Health; **David McCombs**, Vice President, ERP/Supply Chain Operations, Bon Secours Health System

Moderator: **Patrick Carroll**, President, Patrick E. Carroll & Associates, Inc.

A panel of IDN executives will discuss pertinent issues in the supply chain and the role of IDNs in forming successful relationships with suppliers. Panelists also will discuss best practices within their respective organizations and how these practices can bring improved efficiency and innovation to the supply chain.

5:00 p.m. – 6:00 p.m.

### **Chairmen's Welcome Reception**

*Capitol Ballroom Salons E/F*

*Sponsored by*



This annual event is the perfect place to expand your business and network with colleagues. Hosted by the chairs of HSCA and HISC I, the reception honors the boards of directors, industry leaders, and others who have committed time and energy to advancing the missions of both organizations.

## **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](http://www.supplychainassociation.org/antitrustpolicy).

## TUESDAY, OCTOBER 22

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8:00 a.m. – 5:30 p.m.

**Registration Open**

*Capitol Registration Desk*

8:00 a.m. – 9:00 a.m.

**Continental Breakfast**

*Capitol Ballroom Foyer*

9:15 a.m. – 10:15 a.m.

**General Session: Living in the ACO Model: What's Next**

*Grand Ballroom Salon I*

Presented by: **Tara Canty**, Chief Operating Officer, Accountable Care, and Senior Vice President, Government Relations, OSF Healthcare System; **Scott D. Pope**, Pharm D, Executive Director, Healthcare Innovators Collaborative, Premier Inc.

Moderator: **John Pritchard**, Publisher, Medical Distribution Solutions, Inc.

This panel will take a deeper look at the ACO model and discuss what's next for systems that have implemented it. Panelists also will discuss why systems have chosen to move to the ACO model, as well as challenges they have encountered with moving to this model and how ACOs are working effectively with suppliers.

10:15 a.m. – 10:30 a.m.

**Break**

*Capitol Ballroom Foyer*

10:30 a.m. – 11:30 a.m.

**General Session: Affordable Care Act**

*Grand Ballroom Salon I*

Presented by: **Jason Altmire**, Senior Vice President, Public Policy, Government and Community Affairs, Florida Blue, and Former U.S. Congressman (D-PA)

Jason Altmire is a key spokesperson for Florida Blue's healthcare policy efforts and corporate social responsibility programs. Prior to joining Florida Blue, Altmire served three terms as a United States Congressman and was a key participant in the congressional debate on healthcare reform, passing several legislative initiatives dealing with healthcare issues.

11:30 a.m. – 11:45 a.m.

**Break**

*Capitol Ballroom Foyer*

11:45 a.m. – 1:15 p.m.

**Lunch and Keynote**

*Grand Ballroom Salon III*

Presented by: **Tom Scully**, Former Administrator, Centers for Medicare and Medicaid Services

Tom Scully was the administrator of the Centers for Medicare & Medicaid Services (CMS), from 2001 to 2004. At CMS, he had an instrumental role in designing and passing Medicare reform and Medicare Part D legislation and increasing agency transparency.

1:30 p.m. – 2:00 p.m.

**Reverse Tradeshow (open to HISC members only)**

*Various Meeting Rooms (see page 10 for specific locations)*

# Schedule of Events

## TUESDAY, OCTOBER 22 (CONT.)

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1:30 p.m. – 2:00 p.m.

### **Private Business Meetings for Non-HISCI Members**

2:00 p.m. – 3:00 p.m.

### **Reverse Tradeshow (open to all)**

*Various Meeting Rooms (see page 10 for specific locations)*

3:00 p.m. – 4:00 p.m.

### **Breakout Session: New Standards for Patient Safety**

*Grand Ballroom Salon I*

Presented by: **Gerard Castro**, Project Director, Office of Patient Safety, The Joint Commission; **Scott Colburn**, Director of Standards, Center for Devices and Radiological Health (CDRH), FDA, and Co-Chair, US Technical Advisory Group – AAMI-ISO Small Bore Connectors; **Peggi Guenter**, RN, PhD, Senior Director Clinical Practice, Advocacy and Research Affairs, American Society for Parenteral and Enteral Nutrition (ASPEN); **Stephanne Hale**, RN, MBA, Senior Clinical Manager, Sourcing Operations, Novation, LLC; **Tom Hancock**, Coordinator, Cross-Industry Implementation Communications Efforts; **Mary Logan**, JD, CAE, President, Association for the Advancement of Medical Instrumentation (AAMI); **Brad Noe**, Manager, Technical Resources, BD, and Co-Chair, US Technical Advisory Group – AAMI-ISO Small Bore Connectors; **Daniel L. Schwartz**, MD, MBA, Chief Medical Officer, Centers for Medicare and Medicaid

Moderator: **Gina Pugliese**, RN, MS, Vice President, Safety Institute, Premier, Inc.

Speakers from AAMI, GPOs, FDA, CMS, Joint Commission, and supply chain and supplier stakeholders will discuss national patient safety efforts and the implications of the new ISO/AAMI standards for small bore connectors to reduce tubing misconnections and a coordinated approach for implementation and transition to products that meet the standard.

3:00 p.m. – 4:00 p.m.

### **Breakout Session: Combating the Drug Shortage Crisis**

*Grand Ballroom Salon III*

Presented by: **Bona Benjamin**, Director, Medication Use Quality Improvement, American Society of Health System Pharmacists; **Erin Fox**, PharmD, FASHP, Director, Drug Information Service, University of Utah; **Mark Hendrickson**, Director of Sciences and Regulatory Affairs, Generic Pharmaceutical Association (GPhA); **Valerie Jensen**, RPh, Captain, USPHS, Associate Director, Drug Shortages Program, FDA

Moderator: **Ron Hartmann**, PharmD, Senior Vice President, Pharmacy, MedAssets

Drug shortages are at an all-time high across the country and have a significant impact on patients and healthcare providers. This session explores major causes and underlying factors contributing to drug shortages and their impact on the pharmaceutical industry. Panelists will discuss how healthcare providers and the industry are working together to reduce current drug shortages, and how to prevent and mitigate shortages in the future.

4:00 p.m. – 5:00 p.m.

### **General Session: An Insider's Look at Mergers and Acquisitions within Healthcare**

*Grand Ballroom Salon III*

Presented by: **Carsten Beith**, Managing Director, Cain Brothers

Learn about the state of the current market and predictions for the future. This session will examine case studies of various mergers and acquisitions within the supply chain and discuss best practices and guidelines for achieving success during these transitions.



## TUESDAY, OCTOBER 22 (CONT.)

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5:00 p.m. – 6:00 p.m.

### **Evening Reception**

*12th Floor Terrace (Rain Backup: Penn Avenue Terrace)*

## WEDNESDAY, OCTOBER 23

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8:00 a.m. – 10:30 a.m.

### **Registration Open**

*Capitol Registration Desk*

8:00 a.m. – 9:00 a.m.

### **Continental Breakfast**

*Capitol Ballroom Foyer*

9:00 a.m. – 10:00 a.m.

### **General Session: Getting it Right the First Time Negotiating Distribution Do's and Don'ts**

*Grand Ballroom Salon III*

Presented by: **Bill Abrams**, President, Distributed Products, Medline Industries; **Steve Inacker**, President, Hospital Sales and Services, Cardinal Health Medical Segment

Moderator: **Matthew Rowan**, President and CEO, Health Industry Distributors Association

Panelists will participate in a candid dialog about practices that lead to pricing inaccuracy and how they can be changed. Participants will gain insight into the cost savings potential for industry stakeholders and learn what can be done within an organization and what should be asked of vendors to enhance pricing accuracy.

10:00 a.m. – 10:15 a.m.

### **Break**

*Capitol Ballroom Foyer*

10:15 a.m. – 11:15 a.m.

### **General Session: Building Connections: Enhancing the GPO/Supplier Relationship**

*Grand Ballroom Salon III*

Presented by: **Armin Cline**, President, Health Systems, Covidien; **Amy Denny**, Vice President, Supply Chain Strategy, Premier, Inc.; **Bob Glover**, Vice President, Health Systems, Cardinal Health; **Keith Gregory**, Vice President, Strategic Sourcing, MedAssets; **Brian Krajca**, Senior National Account Manager, Kimberly-Clark Health Care; **Dean Lackey**, Senior National Account Manager, Stryker; **Chris McDown**, Senior Vice President, Sourcing Operations, Novation, LLC; **Dennis Morley**, Director, Strategic Accounts, CDW Corporation; **Dale Wright**, Senior Vice President, Contracting, Amerinet, Inc.

Moderator: **Fred Pane**, RPh, BS Pharmacy, FASHP, Senior Director, Pharmacy Solutions and Customer Engagement, The Medicines Company

Panelists will discuss ways to enhance the value of the GPO/supplier relationship, addressing both challenges and opportunities. This panel will feature representatives from both GPOs and suppliers to present a holistic view of the relationship and offer perspectives from both sides.

11:15 a.m. – 11:30 a.m.

### **Closing Remarks**

*Grand Ballroom Salon III*

Presented by: **Mike Copps**, Executive Director, HISCI

# Reverse Tradeshow

<b>Amerinet, Inc.</b> .....	<b>Salon H</b>
<a href="http://www.amerinet-gpo.com">www.amerinet-gpo.com</a>	
<b>Children's Hospital Association.</b> .....	<b>Rayburn</b>
<a href="http://www.chca.com">www.chca.com</a>	
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<b>HealthTrust</b> .....	<b>Commerce</b>
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<b>HPS</b> .....	<b>Salon C</b>
<a href="http://www.hpsnet.com">www.hpsnet.com</a>	
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<b>MedAssets</b> .....	<b>Salon C</b>
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<b>MMCAP</b> .....	<b>Treasury</b>
<a href="http://www.mmcap.org">www.mmcap.org</a>	
<b>Novation, LLC</b> .....	<b>Hart</b>
<a href="http://www.novationco.com">www.novationco.com</a>	
<b>Premier, Inc.</b> .....	<b>Salon F</b>
<a href="http://www.premierinc.com">www.premierinc.com</a>	
<b>Provista</b> .....	<b>Russell</b>
<a href="http://www.provistaco.com">www.provistaco.com</a>	
<b>Yankee Alliance</b> .....	<b>Salon A</b>
<a href="http://www.yankeealliance.com">www.yankeealliance.com</a>	

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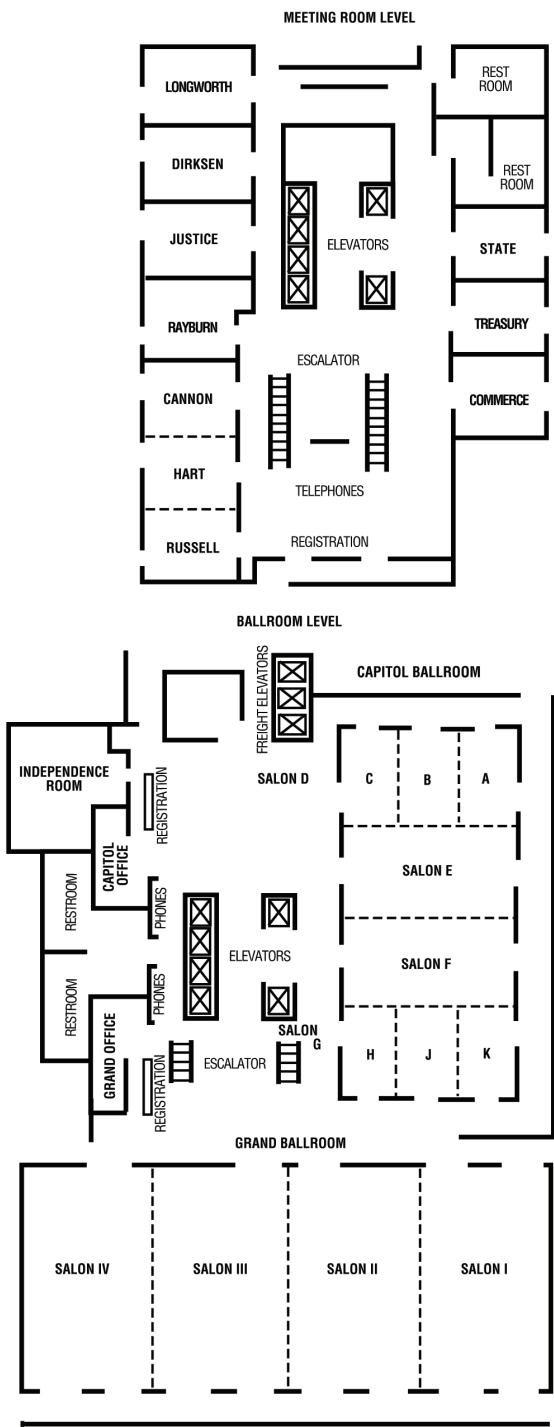


The Healthcare Supply Chain Association (HSCA) is a broad-based trade association that represents 14 group purchasing organizations. HSCA members aggregate purchasing power to help provide the best products at the best value to American healthcare providers and deliver annual healthcare cost savings of \$36 billion. HSCA serves its members and an evolving supply chain through advocacy, education, ethics, information and networking. To learn more about HSCA check out their website at [www.supplychainassociation.org](http://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. Join today and receive the rest of 2013 for free; your membership will be good through 2014. Membership gives everyone in your organization access to HISCI's many member benefits, including discounts to these events as well as our new 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](http://www.hiscionline.org/membership).

# Meeting Space



# Expo Sponsors

HSCA and HISCI thank the following companies for their generous support of the 2013 Healthcare Supply Chain Expo.

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Amerinet, Inc., a leading national healthcare solutions organization, enriches healthcare delivery for members through resources, guidance, and support that help lower costs, raise revenue, and champion quality.

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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 John Catapano at (202) 367-2312 or email [jcatapano@supplychainassociation.org](mailto:jcatapano@supplychainassociation.org).

# HSCA and HISC I Membership

## HSCA MEMBERS

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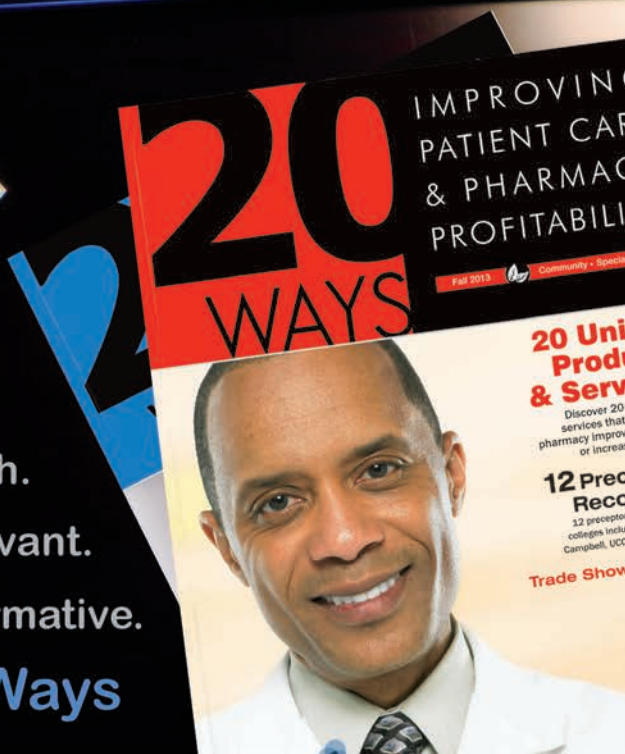
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Children's Hospital Association	MMCAP
GNHYA Services	Novation, LLC
Healthcare Coalition of Texas	Premier, Inc.
HealthTrust Purchasing Group	Prime
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## HISCI MEMBERS *(AS OF 10/1)*

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