

THE 2ND ANNUAL LEADERSHIP SUMMIT ON  
**HEALTHCARE SUPPLY  
CHAIN MANAGEMENT**

Fostering Industry Collaboration to Enable Change

January 24-25, 2008 • Las Vegas, NV

The Westin Casuarina Las Vegas Hotel, Casino & Spa

**Addressing Critical Issues in Process Efficiency, IT Innovations and Standardization**

This executive forum will present innovative supply chain management solutions for the acceleration of financial returns, the containment of costs and control of waste, the implementation of integrated IT systems, the streamlining of supply chain management processes and the critical push towards stakeholder collaboration in the healthcare industry.

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Defense Medical Logistics Standard Support,  
Defense Logistics Agency (DMLSS-DLA)  
Directorate of Medical Materiel  
**Defense Supply Center – Philadelphia**

 **Robb Clarke, PhD**  
Associate Professor,  
AutoID Research and Testing Center  
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Network Director  
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Healthcare Supply Chain Standards Coalition  
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**Bill Martin**  
Vice President of Contracting and Value Analysis  
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**Geisinger Health System**

 **Charles Miceli CPM**  
Director Resource Management  
**Newton-Wellesley Hospital**


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President, Resource Optimization and Innovation  
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 **William Mosser, CMRP**  
Managing Director, Supply Chain Services  
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**Jim O'Connor**  
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 **Dennis Orthman**  
Project Director  
**Strategic Marketplace Initiatives (SMI)**

 **Joe Pleasant, Jr., FHIMSS**  
Chief Information Officer and Senior Vice President  
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 **Ronald L. Rardin, PhD**  
Director, **Center for Innovation in Healthcare Logistics (CIHL)**; White Distinguished Professor and Interim Head, Department of Industrial Engineering,  
**University of Arkansas – Fayetteville**

 **Charles E. Saunders, MD**  
Chairman and Chief Executive Officer  
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 **Eugene Schneller, PhD**  
Professor, Director, Health Sector  
Supply Chain Management and Policy,  
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Professor of Operations Management  
W.P. Carey School for Business  
**Arizona State University**

 **Mark Van Sumeren**  
Senior Vice President,  
Strategy and Business Development  
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**Natalia Wilson, M.D., MPH**  
Research Associate, Health Sector Supply Chain  
Research Consortium, School of Health Management and Policy,  
W. P. Carey School of Business  
**Arizona State University**

## WHO SHOULD ATTEND:

### Health System, Hospital and Provider Group Practice Executives including:

- CEO, CFO, COO, CIO, Chief Administration Officer, Chief Supply Chain Officer, Chief Purchasing Officer
- CMO, CNO, CTO, Chief Clinical Officer, Chief Network Operations, Medical Director
- Vice President, Director: Supply Chain Management, Materials Management, Logistics, Operations, Innovation, Business Development, Purchasing, Procurement, Distribution, Contracting, Quality, Corporate, Resource Management, Materials Services, Support Services, Contract Administration, Inventory Management, Emerging Technologies, Information Systems, Clinical Informatics, Information Services

### Officials from Government Agencies and Departments

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Hospitals across North America are achieving real benefits — improved patient outcomes and/or a financial return on investment — from using RFID to track patients and assets, collect information automatically and reduce medical errors. In this pre-conference, you will learn about the way hospitals and health care providers are using RFID today as well as insights into how to move from one-off applications to an infrastructure approach to RFID.

For full agenda, speaker information and to register, please visit

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## YOUR TARGET MARKET IS ATTENDING: ARE YOU?

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Meet key players in your target market — Take advantage of 1-on-1 sponsor/attendee meetings facilitated on-site

Achieve your strategic objectives through sponsorship of the following:

Executive Tracks — Keynote Sessions — Networking Cocktail Reception — Breakfast Symposia

Executive Networking Participant — Networking Breaks — Luncheon — Market Insight Series

# AGENDA-AT-A-GLANCE

THURSDAY, JANUARY 24, 2008

7:00 am - 8:00 am Networking Breakfast and Registration  
 8:00 am - 8:15 am Chairmen's Welcome and Opening Remarks — Co-Chairs: **Charles E. Saunders, MD**, Chairman and Chief Executive Officer, **Broadlane**  
**Eugene S. Schneller, PhD**, Professor, Director, Health Sector Supply Chain Management and Policy, W.P. Carey School for Business, **Arizona State University**

8:15 am - 9:15 am **Opening Keynote Panel: Failure is Not an Option: 2008 Industry Outlook and the Impact of Value-Based Payment**  
**Eugene S. Schneller, PhD**, Professor, Director, Health Sector Supply Chain Management and Policy, W.P. Carey School for Business, **Arizona State University**  
**Bradford S. Koles Jr.**, Executive Director and National Spokesperson, **The Advisory Board Company**  
**Jim O'Connor**, Vice President, Supply Chain, **Henry Ford Health System**  
**Moderator: Vance Moore**, President, Resource Optimization and Innovation, **Sisters of Mercy Health System**

9:15 am - 10:15 am **Discussion Panel: Fostering Collaboration in the Global Supply Chain: Creating Strategic Relationships with Industry Stakeholders**  
**Joe Sheil**, Director of Contracting, **Beth Israel Deaconess Medical Center**  
**Ronald L. Rardin**, Director, **Center for Innovation in Healthcare Logistics**, White Distinguished Professor and Interim Head, Department of Industrial Engineering, **University of Arkansas - Fayetteville**  
**Executive Representation from Wal-Mart: Panelist TBD • Executive Representation from Blue Cross: Panelist TBD**  
**Moderator: Bill Martin**, Vice President of Contracting and Value Analysis, **Ascension Health**

10:15 am - 10:45 am Networking and Refreshment Break

10:45 am - 11:30 am **Utilizing Technology to Improve Supply Chain Operations**  
**Ed Hisscock**, Chief Executive Officer, **Applesseed Healthcare**; Interim Resource Officer, St. Alphonsus Regional Medical Center, **Trinity Health**

11:30 - 3:45 **Concurrent Executive Seminars: Please Choose 1 of 2**

12:30 pm - 1:30 pm Luncheon Keynote: The Clinical Supply Chain: What Upper Management Needs to Know

SEMINAR A:  
 METRICS, MEASUREMENT AND PERFORMANCE  
 IMPROVEMENT: METHODOLOGIES FOR LONG  
 TERM VIABILITY IN YOUR ORGANIZATION

SEMINAR B:  
 PROCUREMENT LOGISTICS IMPROVEMENT AND  
 OPTIMIZATION: UTILIZING TECHNOLOGY AND EFFECTIVE  
 COMMUNICATION TO INCREASE PROFITABILITY

3:00 pm - 3:15 pm Networking Break

3:45 pm - 5:00 pm **Closing Keynote Panel: The Enablement and Synchronization of Data Standards: How Healthcare Standards Can Reduce Supply Chain Costs and Improve Patient Safety**  
**Panelists: John G. Charalabidis**, Deputy Program Manager, DoD Data Synchronization Program, Defense Medical Logistics Standard Support, Defense Logistics Agency (DMLSS-DLA), Directorate of Medical Materiel, **Defense Supply Center - Philadelphia**  
**Joe Pleasant, Jr.**, FHIMSS, Chief Information Officer and Senior Vice President, **Premier**  
**Pete Alvarez**, Senior Director, Healthcare GDSN, **GSI Healthcare**  
**Mary Pat Elwood**, Chairperson, Organizational ID Subcommittee, Healthcare Supply Chain Standards Coalition Order-to-Cash Process Improvement Leader, **BD**  
**Moderator: TBD**

5:00 pm - 6:30 pm Networking Cocktail Reception

FRIDAY, JANUARY 25, 2008

6:45 am - 8:00 am Registration and Networking Breakfast

7:15 am - 8:00 am **Market Insight Series** (*full breakfast will be served*)

8:00 am - 8:15 am Chairmen's Welcome and Opening Remarks — Co-Chairs: **Charles E. Saunders, MD**, Chairman and Chief Executive Officer, **Broadlane**  
**Eugene S. Schneller, PhD**, Professor, Director, Health Sector Supply Chain Management and Policy, W.P. Carey School for Business, **Arizona State University**

8:15 am - 9:30 am **Opening Keynote: Shaping the Future of the Healthcare Supply Chain: The Strategic Marketplace Initiative**  
**Dennis Orthman**, Project Director, **Strategic Marketplace Initiatives (SMI)**

9:30 am - 10:00 am Networking and Refreshment Break

**Concurrent Executive Symposia: Please Choose 1 of 3**

10:00 am - 12:15 pm

**Symposium A:**  
**Managing your Finances through  
 the Clinical Supply Chain**

**Symposium B:**  
**Utilizing Automation  
 and Standardization to  
 Streamline Operations**

**Symposium C:**  
**Solving the Organizational Identifier Problem:  
 The Healthcare Supply Chain Standards  
 Coalition Workshop**

12:15pm - 1:15 pm **Luncheon with Networking Discussion Groups**

1:15 pm - 2:15 pm **Applying Alternative Supply Chain Models to Combat Inefficiencies and the Rising Cost of Healthcare**  
**Robb Clarke, PhD**, Associate Professor, AutoID Research & Testing Center, **MSU School of Packaging**

2:15 pm - 3:15 pm **Advanced Supply Chain Management Practices: Building a Supply Chain with Links to Finance and Patient Safety**  
**Frank Kilzer**, Vice President of Material and Facility Resources, **St Alexius Medical Center**

3:15 pm - 4:15 pm **Closing Keynote Address: Implementing Unique Device Identification: The FDA Perspective**  
**Jay Crowley**, Senior Advisor for Patient Safety, Center for Devices and Radiological Health, **Food and Drug Administration**

4:15 pm Conference ends; closing remarks

\*Please note: the conference schedule is subject to change.

7:00 Networking Breakfast and Registration  
 8:00 Chairmen's Welcome and Opening Remarks

**CO-CHAIRS:**



**Eugene S. Schneller, PhD**  
 Professor, Director, Health Sector  
 Supply Chain Management and Policy,  
 W.P. Carey School for Business,  
**Arizona State University**



**Charles E. Saunders, MD**  
 Chairman and Chief Executive Officer  
**Broadlane**

**8:15 OPENING KEYNOTE PANEL:**

## Failure is Not an Option: 2008 Industry Outlook and the Impact of Value-Based Payment

- Working towards a "Diamond Standard": Criteria for a World Class Supply Chain
- Why is there an urgent need for cost-model reform?
- Changes on the horizon: how medical homes, quick clinics and medical tourism are threatening providers' longevity and lowering patients' costs
- Refining the DRG system and the increasing focus on value-based payment
- Integrating the clinical and the materials supply chain: Can they co-exist?
- Impact of zero transaction costs on financial sustainability

**PANELISTS:**



**Eugene Schneller, PhD**  
 Professor, Director, Health Sector  
 Supply Chain Management and Policy,  
 W.P. Carey School for Business  
**Arizona State University**



**Bradford S. Koles Jr.**  
 Executive Director and  
 National Spokesperson  
**The Advisory Board Company**

**Jim O'Connor**  
 Vice President, Supply Chain  
**Henry Ford Health System**

**MODERATOR:**



**Vance Moore**  
 President, Resource Optimization and Innovation  
**Sisters of Mercy Health System**

**9:15 DISCUSSION PANEL:**

## Fostering Collaboration in the Global Supply Chain: Creating Strategic Relationships with Industry Stakeholders

- Strategies for increased collaboration in a global economy for maintenance of data integrity and patient safety
- Exploring solutions for increased efficiency and cost savings to make the most of your hospital/physician/supplier relationships
- Catalyzing transformational innovation in healthcare supply chains and logistics: Push towards engineering researchers and healthcare professionals to partner with industrial organizations

**PANELISTS:**



**Joe Sheil**  
 Director of Contracting  
**Beth Israel Deaconess  
 Medical Center**



**Ronald L. Rardin**  
 Director, **Center for Innovation in  
 Healthcare Logistics**; White Distinguished  
 Professor and Interim Head,  
 Department of Industrial Engineering  
**University of Arkansas - Fayetteville**

**Executive Representation  
 from Blue Cross and Wal-Mart:  
 Panelists TBD**

**MODERATOR:**

**Bill Martin**  
 Vice President of Contracting and Value Analysis  
**Ascension Health**

10:15 Networking and Refreshment Break

10:45 **Utilizing Technology to Improve  
 Supply Chain Operations**

- Discussion of the collection methods used to gather the essential data elements
- Demonstration of simulation and optimization tools applied to strategic sourcing
- Presentation of simulation modeling of key logistics processes
- Review methods used to engage stakeholders in the analysis and the decision-making process

**PRESENTER:**



**Ed Hisscock**  
 Chief Executive Officer, **Appleseed Healthcare**;  
 Interim Resource Officer, St. Alphonsus Regional Medical Center, **Trinity Health**

**11:30 Concurrent Executive Seminars**

*(see next page for details)*

**12:30 LUNCHEON KEYNOTE:**

## The Clinical Supply Chain: What Upper Management Needs to Know

- Major industry trends demanding increased visibility, understanding and control of the physician preference/clinical supply chain
- Why does the clinical supply chain need to be on the radar screen of the CFO and COO?
- Primary performance issues in clinical specialty areas and ORs, illustrated with supporting benchmarks from diverse healthcare systems
- Translating best practices from the commodity supply chain to the physician preference supply chain
- Identifying and seizing key opportunities for streamlined logistics and inventory management



**Mark Van Sumeren**  
 Senior Vice President, Strategy and Business Development  
**Owens & Minor**

**3:45 CLOSING KEYNOTE PANEL:**

## The Enablement and Synchronization of Data Standards: How Healthcare Standards Can Reduce Supply Chain Costs and Improve Patient Safety

- Addressing the value of data synchronization in establishing an industry-wide product data utility for a safer, more efficient supply chain
- Utilizing global supply chain standards for non-medical/surgical items and applying these solutions to healthcare
- Discovering why global standards are the key to identifying and authenticating US products
- Overview of the DoD's Product Data Utility (PDU) proof of principle efforts and discussion of results with industry: "Build your Own" PDU
- Synopsis of the DoD's Global Data Synchronization (GDSN) test pilot and results using an "existing network" as the PDU venue

**PANELISTS:**



**John G. Charalabidis**  
 Deputy Program Manager,  
 DoD Data Synchronization Program  
 Defense Medical Logistics Standard Support,  
 Defense Logistics Agency (DMLSS-DLA)  
 Directorate of Medical Materiel  
**Defense Supply Center - Philadelphia**



**Joe Pleasant, Jr., FHIMSS**  
 Chief Information Officer and  
 Senior Vice President  
**Premier**



**Mary Pat Elwood**  
 Chairperson, Organizational ID Subcommittee,  
 Healthcare Supply Chain Standards Coalition  
 Order-to-Cash Process Improvement Leader  
**BD**



**Pete Alvarez**  
 Senior Director,  
 Healthcare GDSN  
**GSI Healthcare**

**MODERATOR: TBD**

5:00 –  Networking Cocktail Reception

5:45 Please take some time to relax and join your colleagues and peers for a networking cocktail reception.

**SEMINAR A: Metrics, Measurement and Performance Improvement: Methodologies for Long Term Viability in Your Organization**

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**SEMINAR B: Procurement Logistics Improvement and Optimization: Utilizing Technology and Effective Communication to Increase Profitability**

11:30 Opening Remarks

Co-Chairmen:



**Charles E. Saunders, MD**  
Chairman and Chief Executive Officer  
Broadlane

**Greg Firestone**  
Chief Executive Officer  
NCI

11:35 **Using Lean Six Sigma to Reduce Supply Chain Costs and Improve Quality**

- Uncovering Lean Six Sigma and its relevance to supply chain costs
- Leveraging Lean Six Sigma projects to reduce supply chain costs
- Deploying and integrating Lean Six Sigma in your organization



**Doug Sears**  
Director of Performance Improvement/Knowledge Transfer  
Bon Secours Health System

12:30 Luncheon with Networking Discussion Groups

1:30 **Disaster Recovery and Preparedness**



**Charles E. Saunders, MD**  
Chairman and Chief Executive Officer  
Broadlane

2:15 **Benchmarking and Performance Improvement: New Perspectives**

- Solidifying the urgent need for a new supply chain benchmarking solution
- Define how to measure a hospital's supply chain capabilities and measure their impact on supply expenses
- Explore how to identify hospitals that are comparable benchmarking partners
- Examine how hospitals can identify where to invest their efforts and resources to improve supply chain performance



**Vicki Smith-Daniels**  
Professor of Operations Management  
W.P. Carey School for Business,  
Arizona State University

3:00 Networking Break

3:15 **Performance Optimization: Expanding Traditional Value Analysis Tactics to Include Product Utilization Review and Waste Reduction**

- Explore how changes in practice can affect the products you use every day and impact your supply bottom line
- Learn how to increase patient satisfaction by streamlining processes and simultaneously reducing waste and saving hard supply dollars.
- Review of "convenience" products for efficacy



**Susan Hogan**  
Value Analysis Manager  
Guthrie Health

11:30 Opening Remarks

Chairperson:



**Dean Edwards**  
Vice President and Chief Procurement Officer  
Kaiser Permanente

11:35 **Failure to Communicate: The Supply Chain Achilles Heel**



**Dean Edwards**  
Vice President and Chief Procurement Officer  
Kaiser Permanente

12:30 Luncheon with Networking Discussion Groups

1:30 **Utilizing Dashboards and Other Decision-Support Data to Manage Physician Preference Items**

- Examine how dashboards aligned with benchmarking and third-party decision support services can aid in better management of physician preference items
- Learn to improve service levels, cost-per-case, and supply expense metrics
- Manage information on physician preference items to drive decisions
- Align internal and external benchmarking to target reduced costs
- Case Study: How Newton Wellesley Hospital utilized dashboards to measure and improve service levels, cost-per-case and supply expense metrics



**Charles Miceli C.P.M.**  
Director Resource Management  
Newton-Wellesley Hospital

2:15 **Pathway to Success: Why Supply Chain Excellence is a Business Imperative for Providers**

- Effective best-in-class supply chain management leadership model centered around collegiality
- Learn how to structure your supply chain MIS to provide proactive data solutions
- Case Study: Analyzing an effective PPI contracting strategy

**Eddie Sharp**  
Vice President Supply Chain Management and Contracting Services  
Seton Family of Hospitals



**Susan Copeland, RN, MA**  
Network Director Clinical Resource Management and Supply Chain MIS Group  
Seton Family of Hospitals

3:00 Networking Break

3:15 **Collaborating with the CFO: Justifying the ROI of RFID Implementation in Your Organization**

**Al Cook, CMRP, FAHRMM**  
Director, Healthcare Product Development  
Integrated Business Systems and Services (IBSS)

**The Westin Casuarina Las Vegas Hotel, Casino & Spa**



The Westin Casuarina Las Vegas Hotel, Casino & Spa is located walking distance from the Las Vegas Strip and approximately three miles from McCarran International Airport.

6:45 Registration

7:15 Market Insight Series

Join us for focused, dynamic working-group sessions, exploring specific industry challenges and innovations, during our morning Market Insight Series. A catered networking breakfast with speakers and C-Suite delegates will accompany these sessions, where emerging critical issues in healthcare supply chain management will be explored.

8:00 Chairmen's Opening Remarks:

**CO-CHAIRS:**



**Eugene Schneller, PhD**  
Professor, Director, Health Sector Supply Chain Management and Policy, W.P. Carey School for Business  
**Arizona State University**



**Charles E. Saunders, MD**  
Chairman and Chief Executive Officer  
**Broadlane**

**8:15 OPENING KEYNOTE:**

**Shaping the Future of the Healthcare Supply Chain: The Strategic Marketplace Initiative (SMI)**

- Overview of SMI as an organization and its impact on the healthcare supply chain
- Learn about and receive complementary CDs of SMI Solutions, including:
  - "Measuring Effective Relationships"
    - Software tool developed to promote collaboration between business partners. See a first-hand demonstration of this automated management tool that focuses a relationship on up to 48 different elements, from financial to quality to safety.
- Management Guidelines for Vendor Access
  - Learn how this guideline and assessment tool, endorsed by AORN, can help both buyers and sellers identify gaps in day-to-day practices while promoting industry consistency for the management of vendor access programs.
- The New Product Introduction Management System
  - This new tool is designed to manage and track new product requests that providers receive, aiding both suppliers and providers in trying to improve communication about an organization's decision process and status. The Association of Healthcare Value Analysis Professionals collaborated with SMI in the tool's development.

**PRESENTER:**



**Dennis Orthman**  
Project Director  
**Strategic Marketplace Initiatives (SMI)**

9:30 Networking and Refreshment Break

10:00 **Concurrent Executive Symposia**  
*(see next page for details)*

12:15 Luncheon with Executive Roundtable Discussions  
*Please see page 7 for more information*

**1:15 Applying Alternative Supply Chain Models to Combat Inefficiencies and the Rising Cost of Healthcare**

- Discovering innovative supply chain management practices of alternate industries: Applicable lessons from the automobile and grocery industries
- Alternate industry view of AutoID's enhancing supply chain management
- Identifying the parallel benefits between patient safety and best practices



**Robb Clarke, PhD**  
Associate Professor, AutoID Research and Testing Center  
**MSU School of Packaging**

**2:15 Advanced Supply Chain Management Practices: Building a Supply Chain with Links to Finance and Patient Safety**

- Case Study: St. Alexis Medical Center: "Best of Class" in supply chain management
- Is medical technology expanding within your organization at a pace beyond your ability to keep up?
- Can you efficiently track these medical devices to every patient?
- Do you have the ability to adequately address patient safety?
- Does your supply chain have the ability to easily track medical supply and device recalls?
- Are you being challenged to reduce supply and medical device costs?



**Frank Kilzer**  
Vice President of Material and Facility Resources  
**St. Alexis Medical Center**

**3:15 CLOSING KEYNOTE:**

**Implementing Unique Device Identification: The FDA Perspective**

- Highlighting the benefits of a UDI system
- Review of the improvements of device identification in adverse event reports and facilitating device recalls



**Jay Crowley**  
Senior Advisor for Patient Safety, Center for Devices and Radiological Health  
**Food and Drug Administration**

4:15 Closing remarks; conference ends

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throughout the United States. With a comprehensive set of services focused on contracting, purchasing, clinical and pharmacy cost management, labor, capital equipment and information management, Broadlane helps providers reduce costs and improve financial performance.

Broadlane is known for superior and verifiable cost savings, deep clinical and operational expertise and technology that enables more effective spend management. Together, these capabilities help providers rapidly achieve industry best supply chain practices.

Broadlane serves thousands of acute care hospitals, sub-acute care facilities and physician practices across the country. The company, which is headquartered in Dallas, also has offices in California, New York and Ohio. For more information, visit [www.broadlane.com](http://www.broadlane.com).

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Since 1977, Healthcare Purchasing News is the longest-running publication covering the healthcare supply chain. We're dedicated to reporting the information, solutions and stories that affect our readers which include; healthcare executives and administrators, and professionals from materials and supply chain management, surgical services, infection and safety control, central service and sterile processing, nursing and other members of purchasing evaluation committees.

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## Symposium A:

Managing your Finances Through the Clinical Supply Chain

### CHAIRMAN:



**Mark Van Sumeren**  
Senior Vice President,  
Strategy and Business Development  
**Owens & Minor**

10:00 Opening Remarks

10:05 **Clinical Supply Chain Management Optimization**



**Jamie C. Kowalski**  
Managing Director  
**Owens and Minor**

10:45 **Capital Management: The Elephant in the Room**

- Why is excellence in capital management no longer optional?
- Emphasis on why capital management decisions have a lasting impact on organizations' viability
- At what level should capital decisions be made and who should be involved in the review and approval?
- Learn why capital management is a strategic and not budgetary exercise



**Hector Boirie**  
Chief Capital Management Officer  
**Sisters of Mercy Health System**

11:30 **Session TBD**

Executive presenter to be announced

### Luncheon with Executive Roundtable Discussions:

#### Roundtable 1:

Auto ID: Bar Coding and RFID

#### Roundtable 2:

Talent Management: How Are We Developing Future Supply Chain Management Leaders

#### Roundtable 3:

The Impact of Emerging Entities on the Future of the Supply Chain

#### Roundtable 4:

Direct-to-Consumer Advertising

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## Symposium B:

Utilizing Automation and Standardization to Streamline Operations

10:00 Opening Remarks

10:05 **Streamlining Logistics Through Dock to POC Simulation**

- Discuss the issues surrounding process flow modeling and bottleneck diagnostics in the healthcare supply chain
- Demonstrate how a simulation tool can be leveraged to remove these barriers
- Realize the importance of engaging key stakeholders in change and the decision making process
- Examination of how a simulation tool can assist in facilitating successful stakeholder engagement



**Ed Hisscock**  
President, **Appleseed Healthcare**;  
Interim Resource Officer,  
St. Alphonsus Regional Medical Center  
**Trinity Health**

10:45 **Implementing Vendor Owned Inventory through Point of Use Automation**

- "How to" guide for building the foundation for success
- Methodology and control plans for implementing vendor owned and vendor managed inventories in operating rooms, procedural areas, patient care areas, and pharmacy operations
- How will the controls that allow "consumption billing" replace the traditional procurement cycle?
- Linkages to the charge master and revenue cycle
- Metrics for monitoring progress



**William Mosser, CMRP**  
Managing Director - Supply Chain Services  
**Temple University Health System**

11:30 **Increasing ROI Opportunities through Reliable "Room-Level" and "Sub-Room-Level": RTLS Location Accuracy.**

- Methodologies for achieving consistent room- and sub-room-level location accuracy
- Connecting the dots: Highlighting the relationship between Reliable Location Accuracy, cost and ROI

**Terje Aasen**  
CEO and President  
**Sonitor Technologies, Inc**

## Symposium C:

Solving the Organizational Identifier Problem : The Healthcare Supply Chain Standards Coalition Workshop

10:00 The Coalition's Education Committee will present processes for providers to adopt and endorse the changes that will come with implementing Unique Identifiers and data synchronization

- How standard organizational identifier can improve efficiencies and lower costs in the healthcare supply chain
- The current level of usage of various organizational identifiers in the healthcare supply chain
- Steps your organization can begin to take to enable the use of a standard organizational identifier
- The anticipated costs and ROI related to the adoption of a standard organizational identifier



**Mary Pat Elwood**  
Chairperson, Organizational ID Subcommittee,  
Healthcare Supply Chain Standards Coalition  
Order-to-Cash Process Improvement Leader  
**BD**

**Joel Meckley**  
Senior Director, Purchasing and Contracting  
**Geisinger Health System**

\*Please note this session will run the entire duration of the breakout 10:00am- 12:00pm

*"The train for change in supply chain management is moving down the track. It would be wise to get on board now so collectively we can make major improvements for our customers - patients."*

– **Steven W. Huckabaa**,  
Network VP of  
Supply Chain Management,  
**Kettering Medical Center Network**



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