



HEALTH
CONNECT
PARTNERS

springconference

April 29–May 1 **Miami FL**

preliminary
agenda



BD

titlesponsor

HCP19
Hospital Supply Chain



11:30am–7:00pm

Registration for Suppliers & Sponsors

11:30am–4:00pm

Provider Registration

This special Provider Registration is for all Hospital Supply Chain Directors and GPO Executives. Relax and enjoy a light meal & networking with your peers as you register for the conference. Lunch will be served between noon and 3:00pm.



Consulting Group, LLC.

12:00pm–4:00pm

Supplier Showcase

Select Suppliers will showcase their products, services and technology. Showcases are designed to provide a limited number of supplier attendees with an opportunity to demonstrate their products, services and solutions for the provider executives. To maximize this experience for everyone, only Providers and Supplier attendees from companies with a showcase exhibit will be permitted into the showcase area. Please contact us to learn how you can participate.

2:30pm–2:50pm

Supplier Orientation

All Suppliers are welcome to attend this orientation meeting. This informational orientation meeting is an excellent opportunity for first time Supplier attendees to gain a clear understanding of our conference, specifically the **reverse** expo and how it works.

4:15pm–5:30pm

Provider Orientation & Sponsor Spotlight

All Hospital Supply Chain Directors and GPO Executives are required to attend this orientation meeting, which will provide important information pertaining to the conference and introduce a few of our sponsors.

5:30pm–6:00pm

Welcome Reception & Networking Event *(all attendees)*



6:00pm–9:00pm

Hospitality Suites Hosted by our Sponsors *(all attendees)*



7:00am–6:00pm

Registration Desk Open

Our Registration Desk will be staffed throughout the conference. If you have questions or need assistance with anything, please stop by and let us know. We are happy to help.

7:00am–8:00am

Breakfast *(all attendees)*



Consulting Group, LLC.

8:00am–9:30am

Opening Remarks & Keynote Address *(all attendees)*

Transformational Leadership in High Reliability Organizations

Admiral Mike "Wizzard" McCabe

Mike is a historic leader with a passion for innovation and change. As head of all naval aviation, Admiral Mike McCabe oversaw some of the deepest technological shifts and changes at the U.S. Navy. He ensured thousands of military personnel would be ready for these transformations and managed the budgets that supported these key innovations and changes. His career was driven by one motivation: sustaining a culture of excellence while caring for his people. He is eager to share these leadership values of care, action and innovation with today's decision makers.

Mike is a highly decorated, experienced leader, former admiral, and corporate CEO who teaches others to lead and coaches teams to reach their potential. He draws inspiration from his father, a World War II Navy pilot who was killed deploying to the Korean War. Eighteen months after graduating college, Mike was flying combat missions under the mentorship of one of the original instructors of the real "Top Gun" Navy fighter weapons school, shooting down MiGs together. He later became the Executive Officer of the school, and eventually consulted for the hit movie "Top Gun".

Continued on next page





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Mike has command experience at every operational level of the Navy, including the Commander of the US 3rd Fleet. In these commands, he was able to achieve excellence while suffering no operational loss of life. His combat decorations include the Silver Star and Distinguished Flying Cross. Mike also served as the Director of Air Warfare for the Navy with oversight to the entire Naval Aviation budgets. He was serving in this capacity in the Pentagon when the 9/11 terrorist attack struck the building directly below his office. During that tour, he was largely responsible for the next generation of naval aviation technology, aircraft and aircraft carriers. Following Navy retirement, he became the CEO/President of a large commercial charter airline. He grew the airline into a multi-hundred-million-dollar business. He left the airline and retired a second time to battle cancer. Having survived air combat, the 9/11 attacks, and cancer, Mike embodies the spirit of "Glad To Be Here" and lives in a "pay it forward mode" bringing his storied experience and passion to helping teams and leaders.

Learning objectives:

After attending this presentation, attendees will learn to:

- *Drive continuous improvement in healthcare environment from quality, safety and service delivery that will directly influence the patient experience. This presentation will define a framework that drives self responsibility, team focused outcomes, and ongoing review of process that results in continuous improvement.*
- *Foster the proper team dynamics and employee engagement to increase productivity, improve recruitment and retention of employees and provide the right environment for development. This presentation will outline the key components found in high performing teams that create, implement and sustain a higher level of performance compared to environments where these components are missing. The presentation will also provide a way to measure current status to create a gap analysis.*
- *Define a quality assurance process that deemphasizes fault finding and highlights best practices to reinforce positive behavior. The debrief dynamics becomes a positive versus a negative experience which then will translate into the improvement of delivery of services.*

9:30am–9:45am

Coffee Break



9:45am–10:45am



SPEND
MEND

Educational Session

When Buying For A Healthcare Organization, Just Knowing The Price Is Not Enough!

Neil A Halpern, MD, MCCM, FCCP, FACP

Neil A Halpern MD graduated from the Mount Sinai School of Medicine in 1981. He continued at Mount Sinai as a resident in Internal Medicine from 1981 through 1984. He was then a Fellow in Critical Care Medicine from 1984 to 1985 at the Presbyterian University Medical Center in Pittsburgh. Dr. Halpern then returned to the Mount Sinai Healthcare System and worked at the Department of Veterans Affairs Medical Center in Bronx, NY from 1985 through 1999. He served as the Service Chief of Critical Care Medicine, Director of the Surgical ICU, STAT Labs and Intraoperative Autologous Transfusion Service and as Founding Director of the Critical Care Patient Care Center. In 1999, Neil transitioned to the Memorial Sloan Kettering Cancer Center in New York City where he is currently employed. He serves as Service Chief of Critical Care Medicine, ICU Director, Medical Director of Respiratory Therapy and Founding Director of the Critical Care Center. He is a Professor of Medicine and Anesthesiology at Weill Cornell Medical College, NY and is board certified in both Internal Medicine and Critical Care Medicine.

Neil is a Master of Critical Care Medicine of the Society of Critical Care Medicine, Fellow of the American Colleges of Physicians and Chest Physicians, and an Editorial Board member of Critical Care Medicine, CHEST and Critical Care Nursing Quarterly. His 20-bed adult medical-surgical ICU at Memorial Sloan Kettering won the Society of Critical Care Medicine's 2009 ICU Design Citation Award as well as the Society's 2014 Honorable Mention for the Family-Centered Innovation Award. Neil delivered the Roger C Bone Memorial Lecture at the American College of Chest Physicians annual meeting in 2012 and was recently honored by the Society of Critical Care Medicine as the recipient of the 2019 Barry A. Shapiro Memorial Award for Excellence in Critical Care Management.

Neil has always been very interested in all aspects of selection and integration of hospital products and technologies. In this regard, Neil chaired for many years the Bronx VA Medical Center's Commodity Standards Committee and its Equipment Subcommittee and since arriving in 1999 at Memorial, he has chaired the Clinical Device and Product Evaluation Committee.

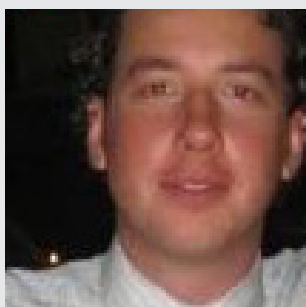
Learning objectives:

After attending this presentation, attendees will learn to:

- *Manage a hospital clinical product and device committee*
- *Identify challenges in selecting, procuring and integrating new devices and disposables into a healthcare environment*
- *Appreciate that health care devices are informatics platforms*
- *Identify cybersecurity gaps in health care devices*



11:00am–12:00pm



attainia

11:45am–1:00pm



1:30pm–3:30pm



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Educational Session

A Collaborative Approach to Reducing Purchased Service Expense

Co-presenter Raelyn Wilson

Raelyn is Valify's Director of Client Services. At Valify, Raelyn ensures clients derive the most value from the software solution and has responsibility for client on-boarding and customer success. Prior to joining Valify, Raelyn led Supply Chain Business Intelligence for a large IDN where she had previously done work as a non-labor cost reduction consultant. Raelyn is a graduate of Saint Martin's University where she received a Bachelor's in Accounting and Business Administration.

Co-presenter Andy Motz

Assistant Vice President of Supply Chain Consulting and insight Advisory - Purchased Services. His experience includes serving as Chief Procurement Officer for a Midwest health system and over ten years of Supply Chain consulting with Deloitte and Navigant at academic medical centers, community hospitals, and large IDNs. As a consultant, Motz focuses on assessing Supply Chain and Purchased Services spend and leading clients through implementing cost savings initiatives in both clinical and non-clinical areas. He began in the healthcare industry developing and installing contract information databases for two of the largest Catholic healthcare providers in the United States.

Co-presenter Tom Birmingham

Tom Birmingham works on Health Trust's Insight Advisory team, embedded at Ardent Health as the Director of Purchased Services and Capital Equipment. Tom Joined Health Trust in August of 2016 as an Account Manager. He moved from Massachusetts, where he worked at Boston Medical Center as a Buyer focusing on procedural areas. Before that he worked in sales at Chemence Medical, servicing direct accounts as well as distributor based accounts nationwide. At Massachusetts General Hospital he was involved in Supply Chain Operations for all OR departments and helped improve processes during a campus expansion. Tom holds a Bachelor degree in Marketing from the University of Massachusetts, Isenberg School of Management.

Learning objectives:

After attending this presentation, attendees will learn to:

- *Understand the process of identifying, collecting, and establishing specific benchmarks across multiple categories*
- *Discuss the components of collaboration between a health system, an implementation partner, and a technology partner*
- *Identify methods and tools for effective collaboration with external partners*

Lunch (all attendees)



The Hospital Supply Chain Directors and GPO Executives host the exhibit booths in this very unique **reverseexpo**.



4:00pm–5:00pm



We put space to work.

Educational Session *(all attendees)*

Blueprints From the Future Engineering Health Care Systems that Work... Once and For All

Michael Wagner, MPA

Michael is the principal and founder of NorthStar Leadership, a leadership development project and consultancy dedicated to helping stakeholders across the entire healthcare continuum to make and embrace bolder and more innovative decisions, visions, and strategies for the future.

Mike's experience in leadership and in health care is extensive, having worked in private business, education, government, politics, healthcare, and non-profit management.

For many years, Mike was General Manager of the Leadership Academies and Executive Director of International Research at The Advisory Board. During his 23 year tenure, he personally worked with more than 750 health care organizations, professional associations, government agencies, the United States armed forces, insurance firms, pharmaceutical companies, and medical device manufacturers. He has worked with health care organizations in the USA, as well as Canada, Australia, New Zealand, Asia, the Middle East, South America, the United Kingdom, Africa, and Europe. Mike's areas of expertise and study include leadership development, culture building, public policy development, strategy development, operational improvement, and innovation.

Mike recently served as a Senior Leadership Fellow at Ko Awatea Innovation Centre in Auckland, New Zealand, spearheading an effort to establish the World Health CLIMB Collaborative – a global initiative to expand the leadership ranks, skills, and success of both formal and informal leaders across the health continuum.

Mike spends much of his spare time snow skiing, scuba diving, off-road motor-biking in the Black Hills of South Dakota, and boating along the Missouri River. When he and his wife, Paula, are not spending time with their eight grandchildren, Mike raises both white and black swans.

Learning objectives:

After attending this presentation, attendees will learn to:

- *Differentiate between the ongoing technological improvement that has traditionally defined health care in the past and the massive organizational and professional disruption that will overtake health care in the future*
- *Identify and understand various, fundamental design concepts that future health care organizations will need to embrace and embed within their operations in order to meet new demands and expectations of both payers and consumers of health care services*
- *Appreciate that future health care systems are likely to be much larger than anything seen today, not to dominate economic markets, but to be large enough to fund, create, and implement new technologies, systems, and risk management matrices*
- *Invest in personal and organizational leadership development in order to create a bench of talent with new skills and a new willingness to experiment in order to become masters of future design rather than victims of change imagined by others*



dinner+entertainment

6:30pm–9:00pm



On Tuesday night, join us at Mango's Tropical Café for a classic Miami, South Beach experience!

Mango's is a showcase of international talent, cuisine and entertainment. The performances feature a full line up that ranges from Salsa to Bachatta and Reggae to Pop. Tantalize your taste buds with their Florribean Cuisine specializing in Latin and Caribbean comfort foods and treat yourself to their exotic and refreshing hand-made specialty drinks, including a full variety of Mojitos, Daiquiris, Martinis and Cosmos. Come prepared for an unforgettable evening of wonderful food, open bars, live music and spectacular entertainment.

Shuttles will run continuously from 5:45pm–9:00pm, between the Hyatt Regency and Mango's.



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7:00am–12:00pm

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6:45am–7:45am

Breakfast *(all attendees)*



Consulting Group, LLC.

8:00am–10:00am



 Storage Systems
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The Hospital Supply Chain Directors and GPO Executives host the exhibit booths in this very unique **reverse expo**.

10:30am–11:30am

Educational Session

The Value Based Approach to Successful Collaborative Supply Chain Incentives

Larry Kennedy, CMRP, MSDTI

Mr. Kennedy is the director of Materials Management at Jefferson Regional Medical Center where he is also a member of the Leadership Development and Labor/Productivity committees. He has 24 years leadership experience in healthcare supply chain and industrial materials management operations. He serves on committees at Premier and Capstone and the executive committees of the Pine Bluff Chamber of Commerce as the immediate past president, Economic Alliance of Southeast Arkansas, current chairman United Way of Southeast Arkansas, and the Salvation Army Advisory board. He has been voted the Society of Arkansas Healthcare Purchasing and Materials Management's Materials Management Person of the Year twice and also served as the president. He is a graduate of John Brown University and has a BS in Management and MS in Design Thinking and Innovation. Larry enjoys hunting, sports and spending time with his wife Ashlea, daughters Addyson (10) and Ella (6) and son Deacon (1).

Learning objectives:

After attending this presentation, attendees will learn to:

- Understand what value based leadership is and how it promotes cross-collaboration for improved performance and organizational objective accomplishment
- Think creatively to develop non-traditional incentive plans that predominately focus on utilization, process, and outcome improvements vs. traditional price at the pump cost savings models
- Discuss how inclusion, diversity, and human value can help you accomplish goals
- Incorporate the value based approach into value analysis





join us in **miami**



Contact Information

Supplier Registration and Sponsorships

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Provider Registration

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