

HCP
21



agenda



Hospital Supply Chain

March 16–April 2, 2021



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VIRTUAL suppliershowcase



OPEN DURING THE ENTIRE CONFERENCE

Health Connect Partners' Virtual Supplier Showcase provides a format for hospital decision makers to research, learn about, and connect with suppliers in a unique virtual space. Each virtual booth features the supplier organization and highlights their solutions, products, and technologies. This platform is designed to give hospital providers and supplier organizations the ability to directly interact in a customized environment.

In addition to providing the platform, Health Connect Partners is focused on driving high-quality traffic to each Virtual Supplier Showcase booth—just like we do during our in-person Supplier Showcase events. The Virtual Supplier Showcase is open for visits any time during the conference dates and is a required stop on the way to the educational sessions. Each provider executive will be encouraged to participate in a fun, interactive virtual experience allowing them to learn and request information along their journey through the Virtual Supplier Showcase. The more booths they check in at, the more entries they will have in the prize drawing.

Best of all: the Virtual Supplier Showcase platform allows provider executives to directly request information, and schedule meetings with suppliers through our virtual meeting platform. Providers have a choice of requesting a meeting during the Virtual Reverse Expo or selecting a specific date and time for an on-demand meeting outside of the Virtual Reverse Expo times.

To maximize this experience for everyone, only Providers and Supplier attendees from companies with a Virtual Showcase will be able to access the showcase area.



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ON-DEMAND
educational sessions

Tuesday March 16th
Session **One** 8:00am CT

Wednesday March 17th
Session **Two** 8:00am CT

Thursday March 18th
Session **Three** 8:00am CT

Tuesday March 23rd
Session **Four** 8:00am CT

Wednesday March 24th
Session **Five** 8:00am CT

Thursday March 25th
Session **Six** 8:00am CT

*Each Educational Session is available to view **ON-DEMAND** any time from the morning it goes live, to 12:00am midnight on Thursday, March 25th.*



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ON-DEMAND Educational Session ONE

Tuesday, March 16th, 8:00am–9:00am CT

Session is available to view **ON-DEMAND** any time from 8:00am, Tuesday, March 16th, to 10:59pm CT, Thursday, March 25th

Live Inspired



John O'Leary

In 1987, John O'Leary was a curious nine-year-old boy. Playing with fire and gasoline, John created a massive explosion in his home and was burned on 100% of his body. He was given less than a 1% chance to live.

This epic story of survival was first showcased in his parents' book, *Overwhelming Odds*, in 2006. Originally printing 200 copies for friends and family, his parents have sold 60,000+ copies. It was this book that first invited John to embrace his miraculous recovery and share it with the world.

John inspires 50,000+ people at 100+ events each year. He speaks to companies and organizations across industries, such as: sales, healthcare, safety, marketing, finance, faith, education and insurance.

Consistently described as "the best speaker we've ever had," John receives nearly 100% of his engagements from referrals. His schedule is a testament to the power of his message and who he is as an individual.

His emotional story-telling, unexpected humor and authenticity make each of his presentations truly transformational.

John is a two-time #1 National Bestselling author. His first book *ON FIRE: The 7 Choices to Ignite a Radically Inspired Life* has sold 250,000+ copies and been translated into 12 languages. *IN AWE: Rediscover Your Childlike Wonder to Unleash Inspiration, Meaning and Joy* published in May 2020 with many saying it is the message we all need right now.

John's award-winning *Live Inspired* Podcast has more than 2.5 million downloads and enjoys world-class guests like Brené Brown, Mitch Albom and Shawn Achor.

John considers his greatest success to be his marriage to his wife Beth, their four children and his relationships with friends and family.

Learning objectives:

After attending this presentation, attendees will be able to:

- Identify how changing the way they ask questions transforms the answers they receive – and the lives they lead
- Improve personal accountability for actions, attitudes and outcomes
- Better understand their impact within their team and re-ignite their passion for their profession



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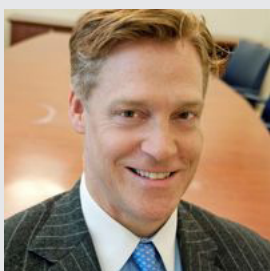
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ON-DEMAND Educational Session TWO

Wednesday, March 17th, 8:00am–9:15am CT

*Session is available to view **ON-DEMAND** any time from 8:00am, Wednesday, March 17th, to 10:59pm CT, Thursday, March 25th*

2021 State of the Union: The Resilient Healthcare System



Ford Koles, Jr.

Bradford (Ford) is one of Advisory Board's preeminent thought leaders in the area of health system economics and strategy, and is the keynote speaker at the annual meetings for Advisory Board's strategy membership. He also leads the faculty for the company's Chief Executive Officer meeting series each year. Ford is a health care economist by training and has participated in every major Advisory Board research initiative since 1992. He is well-versed in healthcare history and the many reform initiatives we have lived through in the past three decades: coverage expansion; vertical integration and physician partnership models; managed care and payer contracting; horizontal integration and system economies of scale; and quality-based payment.

Prior to joining Advisory Board, he worked as a management consultant for both the Hay Group and Ernst & Young.

Ford received his BA from Kenyon College, and his MA in Economics from John Hopkins University.

Learning objectives:

After attending this presentation, attendees will learn:

- How healthcare purchasers and policymakers are shifting their strategies as a result of Covid-19
- How the pandemic is likely to impact provider consolidation and site-of-care shifts
- How the delivery system will need to shift operating models to enable greater resilience in the future



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Risk and Resilience for Post Covid-19 Supply Chains



Dr. Marko Bastl, PhD

Dr. Bastl is Associate Professor of Supply Chain Management at Marquette University in Wisconsin. He has well over 20 years of executive and academic experience. During his career he has held various executive positions in manufacturing and service, prior joining Cranfield School of Management in the UK, where he also completed his PhD in supply chain management.

He has been a recipient of multiple awards for excellence in research, ranging from Emerging Scholar Award in 2010 by American Production and Operations Management Society, to 2016 Harold E. Fearon Best Paper Award, awarded by the prestigious Journal of Supply Chain Management, for best empirical paper in the field of Operations and Supply Chain Management.

Dr. Bastl's research and teaching interests are addressing some of the most topical and critical questions in supply chain management practice and theory. These include for example how to effectively manage multi-tier inter-firm relationships, how to manage risk and improve resilience in supply networks, and how to achieve supply chain transparency, to name a few. Dr. Bastl's research has been published in top international journals. Dr. Bastl is also an engaged speaker and lecturer, who has been lecturing to a multitude of audiences, from undergraduate, graduate and PhD students to executives of all seniorities.

Learning objectives:

After attending this presentation, attendees will learn:

- What we mean by risk and resilience in supply chain
- What are the key sources of vulnerability of today's supply chains
- What are some of the key practices that healthcare supply chain professionals could adopt to improve their supply chain resilience, by focusing on:
 - Evaluation of risk exposure
 - Early detectability of risk
 - Disruption recovery





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ON-DEMAND Educational Session **FOUR**

Tuesday, March 23rd, 8:00am–9:00am CT

Session is available to view **ON-DEMAND** any time from 8:00am, Tuesday, March 23rd, to 10:59pm CT, Thursday, March 25th

The Importance of Data Enrichments for Sourcing, Especially During Emergencies Like COVID19



Co-presenter

Steve Suhrheinrich

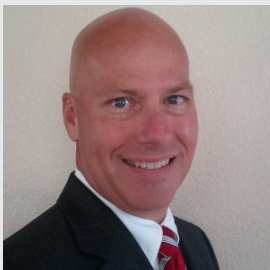
Steve Suhrheinrich is Co-Founder and Chief Customer Officer at Curvo Labs. Steve brings leadership experience and operations expertise from multiple disciplines to his current role at Curvo Labs. After success as a Naval Officer, hedge fund VP, and enterprise sales leader, Steve co-founded Curvo with Andy Perry in 2012. He leads Curvo's customer success strategy and works hand in hand with supply chain leaders across the country. Steve has presented at AHRMM CA, AHRMM TX, HFMA UT/ID/NM/OH, SRHO.



Co-presenter

Stan Mendenhall

Stan Mendenhall has been editor of Orthopedic Network News since 1991, which has necessitated the development of a classification of orthopedic implants to facilitate price comparisons (GIC©). He has provided recommendations to CMS on the structure and design of ICD-10-PCS procedures codes for hip and knee procedures, and has acted as a consultant to AAOS, AAHKS, and other orthopedic professional societies.



Co-presenter

Andrew Willis

Andrew Willis has over three decades of experience in healthcare supply chain and integrated analytics at Vizient, MedAssets, and Owens & Minor. He currently serves as a strategic sourcing executive at University of California Health, University of California Office of the President, where he owns and manages system wide contracting for all physician preference items and coordinating decision making of supply contracts between clinical, operational, and supply chain leaders.

Learning objectives:

After attending this presentation, attendees will learn to:

- Identify ways to make clinical spend data more actionable
- Implement ways to achieve a deeper level of physician engagement and clinical integration
- Gain better leverage for cost savings with insights from data enrichments
- Establish how data enrichments lead to faster analysis and decision-making during a pandemic



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ON-DEMAND Educational Session FIVE

Wednesday, March 24th, 8:00am–9:00am CT

Session is available to view **ON-DEMAND** any time from 8:00am, Wednesday, March 24th, to 10:59pm CT, Thursday, March 25th

COVID-19: What We Learned (Perspectives from a GPO, Manufacturer, Distributor and Health System)



Co-presenter

David Gillan, MBA

David Gillan is Senior Vice President of Sourcing Operations for Vizient. In this role, Gillan leads Vizient's national GPO contracting in the non-pharmacy areas which represent ~\$50B in annual purchase volume. Gillan also leads Vizient's strategic programs, which includes committed contracting, environmentally preferred sourcing, group buys, rebate management, standardization, supplier diversity, innovative technology, and NOVAPLUS – Vizient's private label brand.



Co-presenter

Jim Boyle

Jim Boyle is the Executive Vice President of Sales for Medline Industries, Inc., and serves on its Board of Directors. In his current role, Boyle manages Medline's customer base of more than 5,000 healthcare providers across the continuum of care, oversees more than \$17 billion of annual sales, and 2,500+ sales managers and directors. Boyle is responsible for the strategic direction and execution of all commercial functions across all healthcare segments. In addition, he leads the organization's customer support infrastructure, including more than 500 customer service representatives meeting the unique challenges of Medline's customer base and their patient communities.



Co-presenter

Gary Rakes

Gary Rakes is the Vice President – Chief Supply Chain Office for Aspirus, Inc. Gary has been with Aspirus since November of 2015. Prior to joining Aspirus, Gary worked for Providence Health & Services serving as the Region Director of Supply Chain Management for the Western Montana Region, the System Director of Supply Chain Operations and Logistics and ultimately as the Associate Vice President of Supply Chain Operations for the health system during his eight years of employment with Providence.

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ON-DEMAND Educational Session FIVE

Wednesday, March 24th, 8:00am–9:00am CT

Session is available to view **ON-DEMAND** any time from 8:00am, Wednesday, March 24th, to 10:59pm CT, Thursday, March 25th

COVID-19: What We Learned (Perspectives from a GPO, Manufacturer, Distributor and Health System)

Continued from previous page



Co-presenter

Mike Tuck

Mike Tuck is the Vice President of Global Product Supply, Procurement, and Manufacturing for Owens and Minor's Products Division. In this role, Tuck leads a global team of over 13,000 medical device product supply professionals in global manufacturing, sourcing, procurement, and contract manufacturing operations at locations across North and Central America, Europe and Asia. He leads the Shanghai contract manufacturing, sourcing, and procurement team that leverages Owens and Minor's vertical integration to serve customers worldwide through the HALYARD and MediChoice® brands. Tuck serves on the Advisory Board of the Medical Device Supply Chain Council and the board of MedShare.



Co-presenter

Bill Moir

Bill Moir is currently the Senior Vice President of Supply Chain Management at Henry Ford Healthcare System. In his role Bill has responsibilities over all supply chain functions, including but not limited to: strategic sourcing, diversity spend, purchasing, accounts payable, linen, systems & analytics, supply chain operations, and distribution & logistics. Prior to joining Henry Ford, Bill held the Vice President of Supply Chain Operations role at Advocate Aurora Health. In this role Bill was instrumental in leading COVID response efforts and supply reliability response. In addition to COVID response, he has led healthcare supply chain initiatives related supply expense reduction, process standardization (lean), strategy development, and customer engagement activities, to name a few. He has also held supply chain leadership roles at both Ascension and Trinity Health respectively. Bill received his undergraduate degree from Michigan State University, and MBA from the University of Wisconsin.

Learning objectives:

After attending this presentation, attendees will learn to:

- Identify key take-aways from each segment and gain an understanding of how COVID-19 has changed the way we conduct business in the healthcare supply chain
- Identify areas of new thought or change that can be replicated or implemented at their organizations
- Analyze ways that healthcare providers, GPOs, manufacturers and distributors can adopt new collective strategies and build stronger more sustainable relationships
- Discuss what the healthcare supply chain of the future may look like based on the learnings from the COVID-19 global pandemic.

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ON-DEMAND Educational Session SIX

Thursday, March 25th, 8:00am–9:00am CT

Session is available to view **ON-DEMAND** any time from 8:00am to 10:59pm CT, Thursday, March 25th

Supply Chain Capability Lessons from the Healthcare Supply Chain Top 25



Eric O'Daffer

Eric O'Daffer is a Research Vice President in Gartner's Healthcare Supply Chain group. Over the past 11 years, he has written over 100 research notes on the end-to-end healthcare supply chain. His primary research focuses on Healthcare Provider's strategic planning, metrics and maturity modeling as well as best practices for partnering with suppliers and service providers to improve patient care and lower costs.

Eric has been a part of the Healthcare Supply Chain Top 25 research team for over a decade. He also has a passion for supply chain innovation and leads Gartner's Power of the Profession Awards program, seeking excellence in patient impact innovation, technology innovation, social impact, and people advancements in supply chain. He has spoken on a variety of topics at over 30 healthcare supply chain conferences.

Eric's previous roles all focused on aspects of the healthcare supply chain. His experiences range from early-stage product development and optimizing the physician practice supply chain as the CEO of Esurg (acquired by Henry Schein) to managing large IDN relationships and all customer-facing personnel, including early-phase value analysis consultants at a division of Cardinal Health.

Eric holds an M.B.A. with a focus on Management and Strategy from Northwestern University's Kellogg Graduate School of Business and a B.A. in English Literature from the University of Illinois.

Learning objectives:

After attending this presentation, attendees will learn to:

- Assess their supply chain capabilities in comparison to Healthcare Supply Chain Top 25 IDNs
- Build a supply chain strategy across six primary capabilities ranging from foundational to patient focus to change management
- Measure supply chain success differently via Gartner's benchmarking process
- Compare organizational design and reporting structure for supply chain to Top 25 IDNs



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reverseexpo

8:00am–5:00pm CT daily

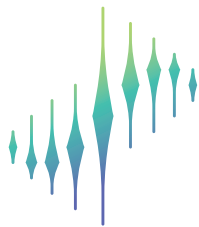
Session ONE
Tuesday March 30th

Session THREE
Thursday April 1st

Session TWO
Wednesday March 31st

Session FOUR
Friday April 2nd

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