

National Accounts Summit

November 13-14, 2018
Orlando, Florida

November 13

1:00 p.m.

Welcome and Opening Comments

John Pritchard

CEO

Share Moving Media

Publisher

*The Journal of Healthcare
Contracting*

1:05 p.m.

**Health Care State of the Union: Inside
the Mind of the Health System C-
Suite**

Russell Davis

Executive Director

The Advisory Board

Aim: As the country hurtles toward the 2018 mid-term elections, the health care industry finds itself in a period of prolonged uncertainty. While the political winds continue to shift, executives must set course amid a new wave of health reforms. But government action is only one mandate for change. Shifting patient demographics and growing out-of-pocket responsibilities also threaten provider economics. The recent proliferation of mega-mergers and renewed focus on vertical integration have given rise to different-in-kind delivery systems—and new competitors. And new market entrants are building from scratch without the legacy assets and cost structures that incumbent hospitals and health systems possess. The Advisory Board's 2018 State of the Union provides an objective analysis of the most important trends impacting provider strategy today.

2:05 p.m.

Transition Break

All

2:15 p.m.	Achieving Success at the Right Level	Brent Petty Executive Industry Consultant
	Aim: During this presentation you will hear information that will help you gain success when meeting at the “c suite” level... how to get there and what to do once you’re there.	
3:15 p.m.	Networking Break	All
3:45 p.m.	Interactive Roundtable Focusing on Questions Important to Suppliers	John Pritchard (facilitator) CEO Share Moving Media Publisher <i>The Journal of Healthcare Contracting</i>
	Aim: This is an opportunity for all participants to be involved in discussing, providing input and developing an action plan related to the following highly relevant questions:	
	<ol style="list-style-type: none"> 1. What are the biggest challenges today effecting GPO/IDN contract success? 2. What skills are needed for National Accounts Executives for success in the next 3-5 years? 3. How are the skills and expectations of Supply Chain Leaders evolving? 4. What are 2-3 issues C-suites of Supplier organizations struggle with around the U.S. Healthcare Contracting arena. 	All Participants
5:00 p.m.	Adjourn	
5:30 p.m.	Networking Reception	All
<u>November 14</u>		
7:30 a.m.	Networking Breakfast	All
8:15 a.m.	5 Tactics Every Supplier Needs to Know to Navigate Through Value Analysis	Dee Donatelli Principal Dee Donatelli Consulting
	Aim: During this presentation and panel discussion you will hear from individuals deeply engrained in the entire process of value analysis and have vast years of experience in this area. They will share from years of experience and expertise the things	Robin Lane Senior Manager Value Analysis UPMC Cindy Christofanelli Corporate Director Supply Chain

most helpful to suppliers as they navigate through the value analysis process within healthcare organizations. You will leave with implementable tactics that will help suppliers be successful in this area.

SSM Health Care

Robert Yokl
Senior Vice President
Operations
SVAH Solutions

9:30 a.m.

Networking Break

All

9:45 a.m.

Stakeholder Panel Including GPO, IDN and RPC Representatives

Todd W. Laidlaw
(moderator)
Vice President, Business
Development
Academic Medical Centers
and Aggregation
Medline Industries, Inc.

Aim: During this panel discussion you will hear some of the challenges and issues facing the various stakeholders in today's marketplace. This is your opportunity to ask questions and engage in active dialogue with those with whom you work.

Bruce Radcliff
Vice President Supply
Chain
Aurora Health Care

Kevin Galyean
Senior Director, Business
Development & Operations
Vizient

Shawn Katusin
Executive Director
IHN Sourcing Group

10:45 a.m.

Networking Break

All

11:00 a.m.

“Serving up an ‘ACE’ – Driving Sales thru Collaboration”

Dave Edwards
Senior VP/GM Strategic
Corporate Accounts
Siemens

Aim: “Dave will talk about ALIGNMENT – with customers, with channel partners, and with internal constituents...and how to collaboration can accelerate growth and penetration.”

Noon

Adjourn