

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

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	
	Aim: During this presentation you will hear detailed perspective on:	
	<ul style="list-style-type: none"> • Gaining access at the right level • Attaching to the biggest problem • Separating yourself from the competition with the C-Suite 	
3:15 p.m.	Networking Break	All
3:45 p.m.	Interactive Roundtable Focusing on Questions Important to Suppliers	John Pritchard (facilitator) All Participants
	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. 	
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 Fly Through Value Analysis	Dee Donatelli Principal Dee Donatelli Consulting Robin Lane Senior Manager Value Analysis UPMC
	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 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.

Cindy Christofanelli
Corporate Director Supply Chain
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

Chris McDown
Senior Vice President Sourcing Operations
Vizient

Shawn Katusin
Executive Director
IHN Sourcing Group

10:45 a.m.

Networking Break

All

11:00 a.m.

Contracting Success and Driving Contract Performance

Dave Edwards
Senior VP/GM Strategic Corporate Accounts
Siemens

Noon

Adjourn