

 **IDN SUMMIT**
AND EXPO

HEALTHCARE AT A CROSSROADS

2010 FALL SHOW DIRECTORY
Arizona Grand Resort September 21- 23, 2010

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2010 Fall IDN Summit Vision Sessions

Tuesday, September 21st / 4:00 pm – 6:00 pm

Registration Available at IDN Summit Event Registration (Invite Only)

Vision Sessions are in-depth education or research opportunities discussing current topics impacting the healthcare supply chain. The Vision Sessions, led by industry leaders are designed to be interactive and to provide you with a hands-on experience with experts in the specific areas. Each session will afford you with ample opportunity for an open dialogue with the presenting companies and refreshments will be served to begin each session.

Providers Only Access

ArjoHuntleigh Vision Session, Acacia

Creative Strategies to Save Millions through Enterprise Wide Risk Management Solutions

ARJOHUNTLEIGH

In today's environment healthcare facilities are challenged by many factors. Some of which include: rising workers compensation costs due to staff injuries, management of heavier patients, nursing shortages, less reimbursement for never events, safe patient handling legislation and tighter working budgets. Through an integrated approach to safe patient handling and enterprise wide risk management solutions costs can be eliminated and reserves can be reduced to free up operational dollars on a significant scale.

Cook Medical Vision Session, Bouganvillea

Conversion Confidence: Closing the Gap Between Conversion and Physician Preference



Take the lead and join this interactive exchange that explores the struggle between product standardization and physician preference items. It doesn't have to get in the way of bringing better value to the patient. Talk to your peers, listen to experts, watch exploratory videos, experience new perspectives. We bring together a diverse group of healthcare professionals to explore this common industry challenge. Find new ways to communicate, identify shared values and build a mutual vision between clinicians, supply chain, and even suppliers.

TECSYS Vision Session, Copperwood

Take Control of Your Supply Chain with Self-Distribution

TECSYS®

This presentation will show you how you can take control of your supply chain and reduce supply chain costs while increasing patient care and safety. Moving from the traditional distribution model with many steps, numerous middlemen, and substantial fees to a self-distribution model—where products are purchased directly from the manufacturer and received in your own service center for direct delivery to the patient—will drive significant cost reductions.

TriMedx Vision Session, Desert Willow

The Roadmap for Sustainable Savings through Standardized Clinical Engineering

TriMedx

What happens when an IDN goes beyond simply standardizing capital equipment purchases? Start accelerating savings through standardized clinical engineering practices. Learn how the nation's largest non-profit health network saved over \$100 million in 10 years by streamlining medical equipment management. Hear from peers about lessons learned in standardization and how health systems across the country are utilizing standardization – incorporating performance metrics and benchmarks to monitor, measure and replicate success across multiple healthcare facilities.

SCHEDULE-AT-A-GLANCE

TUESDAY, SEPTEMBER 21ST	
6:30 am – 7:00 pm	Registration Open
7:00 am - 12:00 pm	IDN Summit Fall Golf Tournament Sponsored by ArjoHuntleigh
7:30 am – 11:30 am	Team Building with PossibiliTEAMS Sponsored by VHA
Strategic Management Track	
12:00 pm – 1:15 pm	Summit Panel Discussion: What Does it Mean to be an Accountable Care Organization?
1:30 pm - 2:30 pm	Leading Change: The Reorganization of the Nation's Largest Public Hospital System
2:45 pm - 4:00 pm	Summit Panel Discussion: Healthcare Reform
Financial Operations Track	
12:00 pm – 1:15 pm	The Acute Care Episode Demonstration Project
1:30 pm - 2:30 pm	A Redesigned Purchasing Model for Healthcare
2:45 pm - 4:00 pm	IDN Savings Strategies
Pharmacy Track	
12:00 pm – 1:15 pm	Reducing Anti-infective Expenditures Through Improving Quality of Care
1:30 pm - 2:30 pm	Collaboration Outside of Pharmacy on Crossover Products and Practices
2:45 pm - 4:00 pm	The Role of the Health System Pharmacist in Accountable Care Organizations
4:15 pm - 6:00 pm	Developing A Working Budget For Your Clean Room
Value Analysis Track	
12:00 pm – 1:15 pm	The Value Analysis Toolbox
1:30 pm - 2:30 pm	Evidence-Based Value Analysis: Do's and Don'ts
2:45 pm - 4:00 pm	Models for Success
Market Strategies Track	
12:00 pm – 1:15 pm	Summit Panel Discussion: Learning From Your Customer
1:30 pm - 2:30 pm	Survival Tips from a Master Salesman
2:45 pm - 4:00 pm	Summit Panel Discussion: How Health Reform Will Change the Supply Chain
4:15 pm - 6:00 pm	Defining and Meeting the Research Needs of the Supplier Community
4:00 pm - 6:00 pm	Vision Sessions
6:00 pm - 7:30 pm	GPO Receptions: Make it a Blockbuster Night!
7:30 pm - 9:30 pm	After Hours Sponsored Suites
WEDNESDAY, SEPTEMBER 22ND	
7:00 am - 5:00 pm	Registration Open
7:00 am – 8:00 am	Breakfast
8:00 am – 10:15 am	Welcome and General Session Keynotes
10:15 am - 10:30 am	Morning Break
10:30 am – 11:45 am	Thought Leadership Panel Discussion with Chuck Lauer
12:00 pm – 1:15 pm	Lunch
12:00 pm – 1:15 pm	Peer-to-Peer Exchange Lunch Series
1:30 pm – 2:00 pm	Provider and Sponsor Only Access Reverse Expo
2:00 pm – 5:30 pm	IDN Summit Reverse Expo
7:00 pm – 9:00 pm	Island Nights at The Oasis Event Reception
THURSDAY, SEPTEMBER 23RD	
7:30 am – 8:30 am	Breakfast
8:30 am – 9:30 am	Collaboration – A Key to Supply Chain Efficiency and Cost Reduction
9:30 am – 10:30 am	Healthcare at a Crossroads: A Discussion Among Leading IDN Executives
10:30 am – 11:00 am	Where Do We Go From Here Interactive Forum

FALL 2010 IDN SUMMIT CONFERENCE AGENDA

September 21st – 23rd

Arizona Grand Resort, Phoenix, AZ

For your convenience all conference sessions take place in the Arizona Grand Ballroom section of the hotel and meal functions are provided both indoors (for those of you who prefer a cooler environment) and outdoors (for those of you who want to experience great AZ weather!).

Track Descriptions

STRATEGIC MANAGEMENT TRACK (*Honeysuckle*): Learn strategic business best practices and innovative approaches from leading healthcare organizations to optimize supply chain performance. Discover if your organization is prepared to meet the current and future challenges of healthcare delivery by participating in these CE accredited breakout sessions. Participants will hear from industry thought leaders on solutions they've deployed to improve operations within their supply chain and recent research to guide you through decision paths for effective solutions.

FINANCIAL OPERATIONS TRACK (*Eucalyptus*): Discover proven financial strategies and contracting models that will improve your organization's supply chain and produce sustainable fiscal health and superior patient outcomes. This track will also take a closer look at how to streamline and tie your financial operation functions to the supply chain to achieve greater financial gains. Participants will examine supply chain managerial and contracting strategies to maximize revenue generation, decrease costs, improve expense controls for greater organizational efficiency and improved quality of care.

PHARMACY TRACK (*Goldwater*): With hospital-based pharmacy accounting for large percentages of system budgets, cost management and revenue capture are more than just buzzwords; they are the reality in driving decisions. Because so many of the variables that impact cost and revenue are outside the control of pharmacy leadership, it is imperative to maximize those opportunities that are available. Learn about the latest industry updates and trends that impact the pharmaceutical supply chain, patient outcomes and revenue opportunities. Participants will have the opportunity to hear from industry leaders about proven models and strategies to solve future pharmacy issues.

VALUE ANALYSIS TRACK (*Foxtail*): During this track we'll explore the latest strategies for aligning clinical products and services with clinical protocols and reimbursement guidelines to achieve optimal efficacy. Examine best practices, key infrastructure requirements, staffing, training, helpful tools and resources, and other factors that may either facilitate or create barriers to a successful Value Analysis program. Learn how to enhance internal capabilities and elevate leadership acumen to improve health system performance by utilizing Value Analysis teams.

MARKET STRATEGIES TRACK (*Juniper/Ironwood*): These sessions will review a range of current and future topic matters impacting healthcare sales and marketing. Hear from leading healthcare and GPO executives as they discuss real-world issues to improve market acceptance of your products and services offered to health systems. Learn from an industry sales professional on the latest strategies to impact your performance within the healthcare sales channel. These valuable insights will impact your organization's strategies for positioning and selling specified product and service classes to health systems. Participants will gain an understanding of current industry dynamics, proven methods for qualifying IDNs and health systems and best practices for building long-term relationships.

Tuesday, September 21st

6:30 am – 7:00 pm

Registration Open

Register for Vision Sessions, Golf, Team Building, First Time Attendee Lunch and Peer-to-Peer Exchange Lunches at the Summit Registration Counter.

7:00 am – 12:00 pm

Golf Tournament

Arrange with the front hotel desk to pick you and your clubs up by 6:45 with the reverse shotgun start beginning 7:00 am at the Arizona Grand Golf Course.

7:30 am – 11:30 am

Team Building with PossibiliTEAMS

Kaibab & Lantana (Lunch provided)

11:00 am – 12:00 pm

First Time Attendee Lunch

Palm 3 A & B (Registration and Ticket Required)

12:00 pm – 1:15 pm

Strategic Management Track: Summit Panel Discussion: What Does it Mean to be an Accountable Care Organization?

Honeysuckle

Panelists: Chris O'Connor, President, Nexera, Inc.; Randy Walter, Executive Vice President, Contracting, Enterprise Solutions, Inquisit and Marketing, Amerinet; and Steven Wegner, JD, MD, President, North Carolina Community Care Network

Moderator: Michael J. Randall, Manager, The Camden Group

In order to capture future financial rewards realized by the Patient Protection and Affordable Care Act of 2010 (Healthcare Reform), Accountable Care Organizations (ACOs) must be organized before 2012. Since only one Accountable Care Organization will be designated per region, care providers must begin this process now. These networks of medical providers—hospitals, physicians and specialists—will share responsibility for coordinating care and improving quality and cost-efficiency of patients in their respective region while sharing cost savings and rewards as well.

Hear from industry thought leaders on how your organization can evaluate their readiness to form an Accountable Care Organization and what steps need to be taken to implement this network from a supply chain perspective. Explore how an Accountable Care Organization works, how payments are handled and what are the key success factors.

Learning Objectives:

1. Explore if your organization is ready to form an Accountable Care Organization.
2. Determine the steps in ensuring a successful collaboration among all stakeholders.
3. Outline what guidelines and quality outcomes will be measured to assess the success of an Accountable Care Organization.

12:00 pm – 1:15 pm

Financial Operations Track: The Acute Care Episode Demonstration Project

Eucalyptus

Presenters: Daniel Hurry, Vice President of Supply Chain Purchase Services, Baptist Health System and Gary L. Whittington, CFO Region Services, Baptist Health System

Moderator: Natalia Wilson, MD, MPH, Co-Director, Health Sector Supply Chain Research Consortium, W.P. Carey School of Business Arizona State University

The nation's new healthcare reform law includes a test of what is known as "bundled payment." This demonstration project, slated to start in 2013, will test whether hospitals and physicians are able to share a single payment per episode of inpatient care and deliver higher quality, more cost-efficient care. The Centers for Medicare and Medicaid Services has announced five sites for

the project, known as the Acute Care Episode (ACE) demonstration. The program will focus on select orthopedic and cardiovascular inpatient procedures. ACE goals are to improve quality for Medicare fee-for-service beneficiaries; produce savings for Medicare, providers and beneficiaries using market-based mechanisms; improve price and quality transparency for improved decision-making; and increase collaboration among providers.

In this discussion, health system executives from Baptist Health System San Antonio, who have been participating in the ACE demonstration project since 2009, will discuss the program, outline their results, and explore how bundled payments could affect the supply chain.

Learning Objectives:

1. Determine the factors that comprise a bundled payment program.
2. Explore the challenges and opportunities of bundled payment for the healthcare supply chain.
3. Evaluate how a bundled payment program would benefit an organization.

12:00 pm – 1:15 pm

Pharmacy Track: Reducing Anti-infective Expenditures Through Improving Quality of Care: Beyond Dose Adjustments and Formulary Control

Goldwater

Presenter: Jeffery Thompson, Director of Pharmacy Services, Freeman Health System

Moderator: Lou Diorio, RPh, Principal, LDT Health Solutions, Inc.

This session will identify and examine opportunities that exist to improve quality of care for patients, while reducing overall expenditures, particularly anti-infectives, to the system. Surgical prophylaxis guideline compliance will be reviewed, as well as prevention of ventilator-associated pneumonia and de-escalation of empirically initiated therapy as targets for improving quality of care and decreasing global anti-infective spend. Strategies will be explored for advancing change in these areas through CMS Core Measures, ventilator-care bundles and infectious disease physician/pharmacist teams. The session will also cover institution-specific information on reduction in antimicrobial utilization in the ICU, ventilator bundle care algorithm efficacy and drug cost savings realized by the system.

Learning Objectives:

1. Identify areas of opportunity for improvement in anti-infective utilization.
2. Plan quality of care guided strategies for improving utilization.
3. Outline the financial impact of quality of care initiatives on target pharmaceutical usage.

12:00 – 1:15 pm

Value Analysis Track: The Value Analysis Toolbox

Foxtail

Presenters: Robert Essner, Director of Materials Management, Freeman Health System and Dinsie Williams, Senior Hospital Consultant, Hayes, Inc.

Moderator: Wini Hayes, President & CEO, Hayes Inc.

A recent survey reports that 73% of responding health systems are using value-analysis teams to evaluate products and services to ensure they offer the highest level of patient care while controlling costs. This session will introduce two value analysis tools that have produced savings through product review and standardization.

Bob Essner will demonstrate how an Intranet-based program can automate and document all processes involved in value analysis. The system is completely paperless and leads the requestor and committee members through a decision-tree process of accumulating all required information 'upfront' so members have a basis for discussion and decision making. He'll introduce participants to the concepts and processes covered in this application from obtaining

vendor/manufacture information electronically, to submitting the request and attaching relevant files, to validating the request, to obtaining financial cost and reimbursement analysis, to obtain evidence-based clinical documentation along with physician champion recommendation, to submitting to members for discussion and voting, to moving forward with a trial or implementation phase, to handling an appeal, to validating that product has been ordered and available for use, to following up on projections.

Dinsie Williams will describe a tool that can be used for a variety of situations in healthcare operations such as establishing procedures for managing infectious disease outbreaks, best practices for high risk and chronic patients and selecting technologies. She'll demonstrate how analytical modeling can be used to simplify complex, 'real world' problems and participants will learn how to identify the key components of decisions enabling them to track how these components impact the outcomes of decisions. Management of a MRSA surveillance program will be used to illustrate the utility of decision analysis in solving issues that span multiple departments.

Learning Objectives:

1. Review two differing value analysis tools.
2. Compare effectiveness and features of two available value analysis tools.
3. Determine which value analysis tools would be most effective in your organization.

12:00 pm – 1:15 pm

Market Strategies Track: Summit Panel Discussion: Learning From Your Customer

Juniper/Ironwood

Panelists: Larry Dooley, Vice President of National Accounts, Smith & Nephew; Kevin , Vice President Supplier Relations/Business Development, Premier, Inc and William Mosser, Vice President Materials Management, FMOLHS

Moderator: Ed Kuklenski, President & CEO, Suture Express

Amid a changing healthcare landscape and new competition, there is no time to waste in developing new strategies to improve sales and cultivate new relationships. In this session, you will hear directly from health system and GPO purchasing executives about what buyers want from you and how to be effective and efficient in building long-lasting business partnerships.

This session will also discuss proven methods that have delivered measurable results for organizations that have attended past IDN Summits on how to make the most of the networking opportunities and exhibit hall time at the Summit.

Learning Objectives:

1. Outline proven strategies for cultivating long-lasting business partnerships with IDNs.
2. Discuss with purchasing decision makers on what your organization can do to gain potential business.
3. Express messaging strategies and tactics for engaging IDN and health system exhibiting personnel.

1:15 pm – 1:30 pm

Break

Ballroom Lobby Level 1

1:30 pm – 2:30 pm

Strategic Management Track: Leading Change: The Reorganization of the Nation's Largest Public Hospital System

Honeysuckle

Presenters: Frank Cirillo, Senior VP and Chief Restructuring Officer, New York Health & Hospitals Corporation and Kimberly Mulqueen, Principal, Enterprise Transformation, Health Sciences, Deloitte Consulting

Moderator: John Kelly, CEO, Healthcare Business Media

With the pressure of a \$1.2 billion budget gap borne of decreasing Medicaid dollars, increasing numbers of uninsured patients and an increase in the costs of employee pensions and other benefits, New York City Health & Hospitals Corp. saw an unprecedented need to reorganize in an effort to maintain high quality patient care while cutting costs. Put in charge of this arduous task, Frank Cirillo, who had been NYCHHC's senior vice president of operations and is now chief restructuring officer, embarked on a four-year restructuring process with the help of Deloitte Consulting. With year one complete, Cirillo and Deloitte have finished "the easy part" of coming up with a plan; implementation—the "hard part"—is next.

The plan consists of 39 options in five buckets: Administrative/Shared Support Services, Long-Term Care Realignment, Affiliation Contracts/Physician Services Realignment, Acute Care Realignment and Ambulatory/Outpatient Care Realignment, which will be implemented over the next three fiscal years. Upon full implementation, the plan will yield NYCHHC \$304 million in cost savings and revenue increases.

This session will explore the restructuring plan and how it achieved the goal of delivering a workable and acceptable roadmap to meet financial and operational restructuring targets. It will also look at the next phase of restructuring; in preparation for national healthcare reform, NYCHHC will most likely move toward becoming an accountable care organization and provide each patient with a medical home.

Learning Objectives:

1. Explore how to develop a reorganization plan for your health system.
2. Describe the challenges and opportunities that implementing a reorganization plan can present.
3. Detail what changes your organization can implement to prepare for healthcare reform and why those changes are necessary.

1:30 pm – 2:30 pm

Financial Operations Track: A Redesigned Purchasing Model for Healthcare

Eucalyptus

Presenters: Amy Newman, Purchasing Director, The Healthcare Authority for the City of Huntsville and Robert Simpson, CEO, LeeSar

Moderator: Nick Toscano, Senior Partner, Appleseed Healthcare Resources

Learn how four IDNs worked together to design a new purchasing model that brought costs under control and added value to the healthcare systems. The model has completely changed how these systems purchase to include the way that vendors sell into them which benefits both sides of the business. Hear directly from a purchasing professional of a participating health system how this new initiative has had a positive impact on her organization.

Learning Objectives:

1. Learn about the new purchasing model.
2. Understand how this new model can have a positive impact on a member organization.
3. Learn how to report to senior management and gain their support for purchasing initiatives.

1:30 pm – 2:30 pm

Pharmacy Track: The New iTeam – Collaboration Outside of Pharmacy on Crossover Products and Practices

Goldwater

Presenters: John Kleiss, PharmD., Director of Pharmacy Operations – Performance Consulting, ROi and Kelle Laws, RN, MN, CNOR, Director, Patient Care Services, Resource Optimization and Innovation/Sisters of Mercy

Moderator: Lou Diorio, RPh, Principal, LDT Health Solutions, Inc.

Health System Pharmacists have an important role to reduce patient safety risks as well as align pharmacy services with their organization's initiatives to measure and deliver quality performance. Since many products utilized by a health system cross over into multiple disciplines within the organization, it is an imperative that pharmacy and nursing leaders share cross-over initiatives from their organization that impact patient care delivery and outcomes.

Hear from the Director of Pharmacy and Director of Patient Care of a 3,600 bed health system on how their organization has effectively worked together to manage their resources while improving patient safety. This session will focus on building strong relationships and sharing expectations for evidence based change behaviors in the acute health care setting.

Learning Objectives:

1. Describe the process a large integrated delivery network went through to develop collaborative teams for product selection.
2. Evaluate next generation collaborative working environments to review complex items with multi-disciplinary focus.
3. Explain how to engage all players for supply chain initiatives on in cross-accountability item

1:30 pm – 2:30 pm

Value Analysis Track: Evidence Based Value Analysis: Do's and Don'ts

Foxtail

Presenter: Wini Hayes, President & CEO, Hayes, Inc.

"Evidence-based" has become a catch word, overused and often misunderstood. What does "evidence-based" mean? What is the role of evidence evaluation in value analysis? How does comparative effectiveness fit into this process? Can "evidence" be misused and can it lead to a less than effective or efficient approach? Answer: YES!

This session will discuss the do's and don'ts of value analysis grounded in evidence evaluation. Brief case studies will be used to illustrate principles, methods and misuses of evidence, specifically devices and approaches used to prevent hospital acquired infections and the retention and selection of imaging equipment.

Learning Objectives:

1. Define "evidence-based" and "comparative effectiveness reviews" (CERs).
2. Review evidence evaluation methodology, defining what constitutes "compelling" evidence.
3. Discuss and provide examples of the appropriate use of evidence evaluation in value analysis.
4. Discuss and provide examples of the inappropriate use of evidence evaluation in value analysis.

1:30 pm – 2:30 pm

Market Strategies Track: Survival Tips from a Master Salesman

Juniper/Ironwood

Presenter: Chuck Lauer, Former Publisher, *Modern Healthcare*

Moderator: Greg Firestone, President & Co-founder, Mossberg Labs

Chuck Lauer, the legendary former publisher of *Modern Healthcare* magazine and a consultant to and director of many companies in the healthcare industry will share with vendor sales executives his insights on selling to the healthcare market.

Whether the client is a system or an individual hospital, selling in the industry takes intelligence, perseverance, intestinal fortitude, discipline, risk and creativity. Not everybody is cut out for this level of sales, and that means there are opportunities in healthcare for those with the tools and the aptitude to navigate these waters. Lauer believes that 'sales' is a profession and a calling, requiring a special level of effort day in and day out. It takes special individuals who are probably going to face a "no" 90% of the time and still persist in their goal of selling a specific account. "These are the real warriors, and they bring success to every company they work for," he says.

Lauer will detail strategies on how to approach system executives, make the presentation, close the deal and build a powerful and lasting relationship with the client.

Learning Objectives:

1. Learn the fundamentals that make a great salesperson.
2. Understand the specific needs of the health system marketplace.
3. Find out how to build relationships with your client partners.

2:30 pm – 2:45 pm

Break

Ballroom Lobby Level 1

2:45 pm – 4:00 pm

Strategic Management Track: Summit Panel Discussion Healthcare Reform

Honeysuckle

Panelists: Kimberly Mulqueen, Principal, Enterprise Transformation, Health Sciences, Deloitte Consulting, LLP; Dave Reed, Vice President of Operations and Healthcare Business Solutions and Corporate Compliance Officer, Cook Medical and Dr. David Tam, Chief Administrative Officer, Palomar Pomerado Hospital

Moderator: Mike Langlois, Interim Vice President, Materials Management, Resurrection Health Care

Healthcare reform is certainly the most pressing issue being faced today by healthcare stakeholders at any level. It carries with it vast potential for change, but also vast uncertainties. This panel discussion will feature healthcare thought leaders who will share what they are doing within their organizations at various levels to prepare for coming changes and what they think the ramifications of reform will be.

Learning Objectives:

1. Describe the potential impact of healthcare reform.
2. Explore what opportunities are available in light of healthcare reform.
3. Learn what your organization can do to prepare for healthcare reform.

2:45 pm – 4:00 pm

Financial Operations Track: IDN Savings Strategies

Eucalyptus

Presenters: Dawn Cole, Assistant Vice President of Surgical Services, The Medical Center of Central Georgia; Gregg Lauder, Senior Director, Capital Equipment, Banner Health System and Peggy Styer, Senior Director, Supply Chain Operations and Contract Management, Catholic Healthcare West

Moderator: David Hesson, CEO, Hesson Consulting

Health systems are constantly being pressured to find savings across the enterprise. This session will explore three different models for savings in three different areas: capital equipment contracting, purchased service contracting and safe-patient-handling initiatives. Learn directly from health system executives about how they found success in these areas and how your organization can adapt these practices to achieve savings.

Learning Objectives:

1. Identify savings opportunities in the area of capital equipment contracting.
2. Describe ways to better contract for purchased services.
3. Explore how patient safety initiatives can better quality of care and increase savings within your health system.

2:45 pm – 4:00 pm

Pharmacy Track: The Role of the Health System Pharmacist in Accountable Care Organizations
Goldwater

Presenter: Troy Trygstad, PharmD., MBA, PhD, Director of the Network Pharmacist Program, Community Care of North Carolina

Moderator: Lou Diorio, RPh, Principal, LDT Health Solutions, Inc.

In 2012, payment reforms included in the Patient Protection and Affordable Care Act of 2010—the nation’s health reform law—will provide new incentives for healthcare providers to work together as accountable-care organizations. These networks of medical providers—likely to include hospitals, primary-care physicians and specialists—will share responsibility for coordinating care and improving quality and cost-efficiency. The groups would share in the savings they create for the Medicare program, if they meet quality and cost benchmarks.

This session will explore the role that the health system pharmacy will play in this unique structure. An industry expert will describe the components necessary to form an ACO, the challenges faced by health system pharmacists in this type of organization and potential opportunities they provide to improve care.

Learning Objectives:

1. Explain what constitutes an accountable-care organization under the reform law.
2. Evaluate the role of the health system pharmacy director in an ACO.
3. Outline the challenges and opportunities for the director of pharmacy in an ACO.

2:45 pm – 4:00 pm

Value Analysis Track: Models for Success
Foxtail

Presenter: Cindy Christofanelli, Corporate Director Supply Chain Management, SSM Health Care

Moderator: Wini Hayes, President & CEO, Hayes Inc.

This session will discuss value analysis models being employed across the industry in detail and explore the various components of these differing value analysis models. In addition, the session will suggest which models provide the most favorable outcomes and are the most effective in reducing cost while elevating patient safety.

Learning Objectives:

1. Identify which value analysis models are being utilized on a national level.
2. Explore the various components of several value analysis models.
3. Identify what value analysis models are the most successful.

2:45 pm – 4:00 pm

Market Strategies: Summit Panel Discussion: How Health Reform Will Change the Supply Chain
Juniper/Ironwood

Panelists: Mike Cassidy, Senior Vice President, Strategic Alliances and Product Strategy, MedAssets; David McCombs, VP, ERP/Supply Chain Operations, Bon Secours Health System, Inc. and Steve Pitzer, System Director Supply Chain, CHRISTUS

Moderator: Maria Hames, Partner, HealthCare Links

There is no question that changes to the way business is done must be made in order to remain successful in light of healthcare reform. Hear from this panel of health system and GPO executives on what you and your organization should be preparing for and what trends are emerging. This session will focus on the evolution of health systems, the emergence of purchasing cooperatives and other vital issues that will directly impact on the vendor.

Learning Objectives:

1. Explore the details of reform and how they affect the supply chain and purchasing.
2. Evaluate how your organization will be affected by the changes from reform.
3. Determine what your organization can do to prepare for changes in business processes that will result from reform.

4:15 pm – 6:00 pm

Market Strategies Track: Arizona State University: Defining and Meeting the Research Needs of the Supplier Community

Juniper/Ironwood

HSRC-ASU performs and disseminates in collaboration with multiple stakeholders actionable research on strategic management of the health care supply chain. Pertinent topics today include health care reform, comparative effectiveness research, supplier base reduction and changing buyer-seller relationships, emergent distribution and GPO models, transparency, physician role in supply chain management, relationship management, product standards, and globalization. Come listen to the work of this research group and be part of the discussion of the role you can play to define future research efforts and bring best practices from the field of supply chain to your company.

4:15 pm – 6:00 pm

Pharmacy Track: Developing A Working Budget for Your Clean Room: Construction, Renovation and Beyond, A <797> Approach

Goldwater

Presenter: Lou Diorio, RPh, Principal, LDT Health Solutions, Inc.

This session will bring together leaders to discuss all manner and phases of cleanroom development. Beyond a “start-from-scratch” capital proposal, renovation strategies, outsourcing and on-going compliance methods will be discussed.

Highlight topics will include:

- Capital budgeting methods and strategies.
- Calculating a true realistic Return-on-investment for your clean room.
- Capital upgrades that save operational money.
- Automation when is there too much of a good thing?
- Budgeting for operations once the capital phase is closed.

As a special bonus, LDT Health will provide all vision attendees with a special surprise to take home.

Learning Objectives:

1. Plan the phases of clean room development.
2. Evaluate capital budgeting methods and strategies, capital upgrades, and budgeting for operations once the capital phase is closed.
3. Analyze a true realistic Return-on-investment for your clean room.

4:00 pm – 6:00 pm

Vision Sessions (Invite Only)

Vision Sessions are in-depth education or research opportunities discussing current topics impacting the healthcare supply chain. The Vision Sessions are led by industry leaders and are designed to be interactive and to provide you with a hands-on experience with experts in the specific areas. Each session will afford you with ample opportunity for an open dialogue with the presenting companies. Session programming will begin at 4:30 pm with the first few minutes devoted to a networking break with light snacks.

Provider Only Access

ArjoHuntleigh Vision Session, Acacia

Creative Strategies to Save Millions through Enterprise Wide Risk Management Solutions

Cook Medical Vision Session, Bouganvillea

Conversion Confidence: Closing the Gap Between Conversion and Physician Preference

TECSYS Vision Session, Copperwood

Take Control of Your Supply Chain with Self-Distribution

TriMedx Vision Session, Desert Willow

The Roadmap for Sustainable Savings through Standardized Clinical Engineering

6:00 pm – 7:30 pm

GPO Receptions: Make it a Blockbuster Night!

Palm Suites

Join the National GPOs as they celebrate some of the most memorable movies of our time. Each of the participating GPOs will host their own hospitality suite complete with refreshments and fun. After a full afternoon of education, unwind with your peers with a night at the movies.

GYNHA	Palm 2A	Star Wars
The Broadlane Group	Palm 2B	Cocktail
Amerinet	Palm 3A	Grease
Novation	Palm 3B	Blues Brothers
MedAssets	Palm 3C	Caddyshack
HealthTrust	Palm 3D	Indiana Jones

Wednesday, September 22nd

7:00 am – 5:00 pm

Registration Open

Register for Peer-to-Peer Exchange Lunch Series at the Summit Registration Counter

7:00 am – 8:00 am

Breakfast

Plaza/Kaibab/Lantana

8:00 am – 10:15 am

Welcome and General Session Keynotes

Honeysuckle/Ironwood/Juniper



Mr. Butch Lumpkin

Golf Pro, Tennis Coach and Acclaimed Motivational Speaker

In the 1950's and 1960's there were between ten and twenty thousand "Thalidomide Babies" born after their mother's took the drug to combat morning sickness. Butch Lumpkin is one of the approximately 5,000 survivor's world-wide. Born with what he calls "short arms," he really has what amounts to no functional arms at all. Three fingers extend from his left side in a flipper like manner, and his right arm ends before the elbow with three fingers that point backward toward his body. If you ask Butch he'll tell you he is blessed and after this inspiring opening session you'll understand why.

Join the IDN Summit as we welcome Butch Lumpkin as he shares his incredible life story. One that has taken this extraordinary man through life as a high school soccer star, university soccer and tennis champion, golf pro, motivational speaker with appearances in front of high school groups to a recent ESPN Espy Awards show.

Butch will discuss why he feels blessed, how much modern healthcare has enabled him to progress through life, his life of stories and how each of us can make a difference because it is only a matter of choice. This is one talk you will not want to miss!



Mr. John Hofmeister

Former President, Shell Oil; CEO, Citizens for Affordable Energy; Author, *Why We Hate the Oil Companies: Straight Talk from an Energy Insider*

Perhaps no one in America can offer such a unique, real-world perspective on leadership, knowledgeable commentary on the recent BP oil spill, future energy solutions and thoughts on improving healthcare delivery than John Hofmeister. During his career he has held executive leadership positions in General Electric, Nortel, AlliedSignal and finally at Shell Oil as President. These corporate positions as well as his service on leading organization's boards have given him insights on crucial issues impacting healthcare delivery.

As the leader of large, multinational human resources departments John is well versed in the demands being placed on the US healthcare delivery networks and is keenly aware of the challenges we all face in improving healthcare delivery. John will discuss how corporate behaviors of all kinds are being scrutinized much more closely today than they were in the past and how everyone in an organization becomes the public face a company presents. After recent high-profile incidents, we all understand why corporate behavior has never been more crucial to organizations long-term fortunes. He will also elaborate on what he felt was the most important lesson he learned as Shell Oil president — leaders need to take their own messages seriously, so that others will as well.

John will provide his insights on these issues and more as he addresses critical issues we all must deal with if we are to meet the challenges that lie ahead. Come prepared with your questions as John will entertain them at the conclusion of his talk.

10:15 am – 10:30 am

Break

Plaza

10:30 am – 11:45 am

Thought Leadership Panel Discussion with Chuck Lauer

Honeysuckle/Ironwood/Juniper

Panelists: Ben Cutler, CEO, US Health Group; Michael Israel, President & CEO, Westchester Medical Center and Thomas Sadvary, CEO, Scottsdale Healthcare

Moderator: Chuck Lauer, Former Publisher, *Modern Healthcare*

Join Chuck Lauer, noted healthcare leader and former publisher of *Modern Healthcare*, as he engages industry thought leaders in a high level panel discussion on the state of today's healthcare system and the daily trials these leaders face in trying to positively impact their organizations. Dialogue will surround the challenges of implementing recent healthcare reform legislation, the current state of healthcare delivery in the U.S. and future trends that will impact all healthcare stakeholders.

12:00 pm – 1:15 pm

Lunch

Plaza/Kaibab/Lantana

12:00 pm – 1:15 pm

Peer-to-Peer Exchange Lunch Series

Palm Suites (Limited Seating, Registration Required)

P2P Exchange is designed to go in-depth on four key challenges impacting supply chain management. Participants will be provided research on each topic area prior to the IDN Summit for their review. The P2P research, along with moderator questions will aim to stimulate active discussion among participants. These discussions will be condensed and attached to the P2P research paper and electronically delivered to each IDN Summit attendee after the conclusion of the Summit.

1. Purchased Services Contracting: Facilitator: Tina Norris, Senior Director, Purchased Services, VHA (*Palm 3A*)
2. Reform Survey Results: Facilitator: Nick Gaich, Partner, Appleseed Healthcare International (*Palm 3B*)
3. Service Line Analytics: Facilitator: Brent Petty, Director of Supply Chain, Wellmont Health System (*Palm 3C*)
4. Capital Management: Facilitator: John Sdanowich, Administrator, Capital Administration Unit, Johns Hopkins Health System (*Palm 3D*)

1:30 pm – 2:00 pm **Provider and Sponsor Only Access Reverse Expo**
Arizona Grand Ballroom

2:00 pm – 5:30 pm **IDN Summit Reverse Expo**
Arizona Grand Ballroom

7:00 pm – 9:00 pm **Island Nights at The Oasis Event Reception**
The Oasis Water Park

Against the backdrop of the beautiful South Mountain Preserve, enjoy a perfect Arizona evening as you build upon business partnerships cultivated in the reverse expo. Join your friends in the ideal outdoor setting for drinks and dinner. And after the Phoenix sun goes down, heat up the dance floor with the exciting sounds of the best Video DJ in town!

Thursday, September 23rd

7:00 am – 11:00 am **Registration Open**
Registration Counter

7:00 am – 8:30 am **Breakfast**
Plaza/Kaibab/Lantana

8:30 am – 9:30 am **Collaboration – A Key to Supply Chain Efficiency and Cost Reduction**
Honeysuckle/Ironwood/Juniper

Presenters: Jean Chenoweth, Senior VP, Center for Performance Improvement, Thomson Reuters and Eric O’Daffer, Research Director, AMR Healthcare & Life Sciences Supply Chain, Gartner Research

Moderator: Ed Hisscock, President, The Optimé Group

Join two of the nation’s leading healthcare strategists as they discuss their analysis concerning collaboration and its impact on supply chain improvement. Jean Chenoweth, who directs Thompson-Reuters Performance Improvement and Top 100 Hospitals Programs, will illustrate that Midwestern states have displaced hospitals in the Northeast and South in setting the national benchmarks. Analysis is now showing that the 100 Top benchmark hospitals show significantly lower supply usage than peers at the patient level. Ms. Chenoweth will discuss how collaboration has played a critical role in changing performance.

Eric O’Daffer who provides research and strategic advice to the Gartner AMR Provider and healthcare manufacturer clients has uncovered examples from other industries to support the value of collaboration for significant healthcare supply chain improvements. Eric will share these ‘outside of healthcare’ examples to support his analysis.

Learning Objectives:

1. Discover how collaboration is a key strategy for supply chain improvement.
2. Learn from data driven results of Top 100 Hospitals.
3. Uncover data from other industries that support collaboration initiatives.

9:30 am – 10:30 am

Healthcare at a Crossroads: A Discussion Among Leading IDN Executives

Honeysuckle/Ironwood/Juniper

Panelists: Steve Huckabaa, Network VP, Supply Chain Management, Retail Pharmacy & Center for Innovation, Kettering Health Network; Pia Koch, Director, Purchasing and Materials Management and Service, University Medical Center of Ulm and Joe Sheil, Director of Contracting, Beth Israel Deaconess Medical Center

Moderator: Ed Hisscock, President, The Optimé Group

Hear from health system purchasing executives on what they are doing in their health systems to face the challenges and seize the opportunities ahead. This session will take an honest look at what choices health systems should make when faced with healthcare at a crossroads.

10:30 am – 11:00 am

Where Do We Go From Here Interactive Forum

Honeysuckle/Ironwood/Juniper

Moderator: Ed Hisscock, President, The Optimé Group

Reflecting the collaborative learning nature of the IDN Summit and Expo, the floor will be opened to the attendees of the IDN Summit, who will have an opportunity to ask questions of each other and share their knowledge and best practices for improving the healthcare supply chain.

Sustainability Matters!

We care about making life more sustainable for all of us. Based on suggestions from past attendees we're now doing the following at each IDN Summit:

- Providing presentations prior to the Summit and final editions immediately after the Summit at www.idnsummit.com.
- Providing Bins for you to deposit your used badges upon leaving. Please remember badges must be worn at all times for admittance to all IDN Summit functions.
- Providing recycling containers throughout the event for paper and plastics.
- Providing water coolers to reduce waste from individual bottled waters.
- All meal functions will utilize glassware instead of paper products.
- We'll use recyclable materials whenever possible.
- Printing the show directory on recycled paper.



About IDN Summit and Expo

Since its creation in 1986, IDN Summit and Expo has become the leading source of collaborative networking events, education and information resources and professional services for healthcare supply chain stakeholders. It focuses on best practices, enhanced communication and improved business processes that lead to more cost-effective patient care. The spring and fall summits bring together senior healthcare executives and their group purchasing organization and supplier partners in an open, learning environment. The meetings have as their foundation a range of strategic content developed by an independent Educational Advisory Board made up of senior integrated delivery network executives. Additional information may be found at www.idnsummit.com.

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