

SMI Spring 2017 Forum

AGENDA

May 3 – 5
Naples, FL



Wednesday, May 3



PRE-FORUM EXECUTIVE SESSION:

“SMI Women in Supply Chain” (open to all attendees)
SMI has assembled a distinctive and experienced group of successful female executives who will share their thoughts, experiences, and advise on women in supply chain with a look to the future and why recruiting women in supply chain is so important.

4:30 –
5:30pm

5:30 – 7:30pm

Welcome Reception / Networking / Registration

Thursday, May 4

Breakfast / Networking (open to all attendees)

6:45 – 7:45am

1st Time Attendee/ Guest Orientation Breakfast
(invitation only)

8:00 –
8:30am

WELCOME

Susan Schuette, Chair, SMI Board of Directors; Vice President, Corporate Accounts, Halyard Health

Tom Hughes, Executive Director, SMI

8:30 –
10:00am

HEALTHCARE REFORM BEYOND THE ACA

Bradford Koles, Executive Director, The Advisory Board

10:00 –
10:30am

Member2Member Networking Break

8:00am –
12:00pm

GENERAL SESSION

10:30am-
12:00pm

COMMERCIALIZED SUPPLY CHAINS: FROM COST CENTER TO REVENUE GENERATOR

Robert Simpson, President & CEO, LeeSar

Jim Nathan, President & CEO, Lee Health

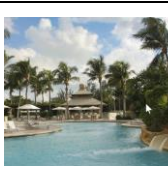
PANELISTS:

Donna Drummond, Northwell Health

Jim Szilagy, UPMC/Pensiamo

Kreg Koford, Intermountain

Some provider-owned supply chain operations have transformed themselves from a health system department into provider-owned supply service companies. In this session, SMI explores some of the latest transformation effort at LeeSar and hears directly from their leader in the C-Suite, before assembling a power-house panel of leaders that have led this industry trend.

<p>12:00 – 1:15pm</p> <p>LUNCHEON DISCUSSION ROUNDS</p>	<p>PREDICTIONS FOR HEALTHCARE</p> <p>Join your thought-leader colleagues to explore, discuss, share viewpoints, and debate the merits of some of the latest predictions for the future of healthcare and healthcare supply chain. Luncheon session attendees will be informed in advance of their lunch discussion group’s assigned prediction.</p>			<p>LUNCHEON ROUNDS WILL BE PRE-ASSIGNED</p>
<p>1:15pm – 1:30</p>	<p>Member2Member Networking Break</p>			
<p>1:30 – 3:15pm</p> <p>GENERAL SESSION</p>	<p>1:30 – 3:00pm</p> <p>SMI MEMBER SUCCESS STORIES Real life examples of collaboration in action</p> <ul style="list-style-type: none"> • Owens & Minor and Denver Health • GE and Houston Methodist • Johnson & Johnson and Intermountain Healthcare 			
	<p>3:00 – 3:15pm</p> <p>SMI INITIATIVE UPDATE</p>			
<p>3:15 – 3:30pm</p>	<p>Member2Member Networking Break</p>			
<p>3:30 – 5:00pm</p> <p>INITIATIVE TEAM MEETINGS</p>	<p>SMI INITIATIVE: SUPPLY CHAIN ACROSS THE CONTINUUM OF CARE Led by Team Leaders Marissa Farabaugh and Nancy Pakieser</p>	<p>SMI INITIATIVE: THE “PERFECT RELATIONSHIP” Led by Team Leader Curt Bowe</p>	<p>THE SUPPLY CHAIN INDEX PROJECT Led by ISM CEO Tom Derry on collaborative initiative with ISM, AHRMM, and SMI</p>	<p>SMI INITIATIVE: PRODUCT RECALL MANAGEMENT Led by Team Leader Dennis Black</p>
<p>6:00 – 9:00pm</p>	<p>SMI DINNER EVENT – SMI IN “PARROTDISE!” Join us for a fun, casual evening by the pool!</p>			<p>Dress is Florida Casual for this event.</p>

<p>6:45 – 7:45am</p>	<p>Breakfast / Networking (open to all attendees)</p>			
<p>8:00 – 9:45am</p> <p>GENERAL SESSION</p>	<p>8:00 – 9:30am</p>	<p>THE HIDDEN WORTH OF COLLABORATIVE SUPPLIER RELATIONS</p> <p>Professor Henke will explain his proprietary <i>Working Relations Index®</i> (WRI®), a quantitative measure of the qualitative behaviors that are essential for buyer – supplier collaborative relations. In addition, Henke will discuss his latest research that proves conclusively the positive correlation between collaborative supplier relations, as measured by the WRI®, and a firm’s profits. Professor Henke’s perspectives are based on extensive peer-reviewed academic supplier relations research he and his academic colleagues have conducted.</p>	<p>Professor John Henke, CEO, Planning Perspectives, Inc.</p>	
	<p>9:30 – 9:45am</p>	<p>DATA STANDARDS UPDATE</p>	<p>Karen Conway, Executive Director, Industry Relations, GHX</p>	

9:45 – 10:00am

Member2Member Networking Break

10:00 – 11:15am

**SMI2U
INTERACTIVE
BREAKOUT
SESSIONS**

**PLEASE
CHOOSE
YOUR TOP 3
SESSIONS
WHEN
REGISTERING**

(1) WHAT YOU NEED TO KNOW WHEN EMBARKING ON AN ACQUISITION
Presented by Claudia Chan, Executive Director, Service Delivery, Sourcing | Buy to Pay | Enterprise Shared Services; Kaiser Permanente
 Kaiser Permanente acquired Group Health Cooperative this year and they continued to learn that acquiring a new company or the operations of another company can be quite complex. For a successful integration of operations, there are many requirements and elements to factor and plan. Those elements then need to be orchestrated and executed in harmony to ensure a smooth and successful transition. This session, based on real experiences, will share and discuss how effective and early due diligence, along with extensive planning, are the key ingredients to integration success.

(2) SUPPLY CHAIN LEADERS: ENGAGING OTHER LEADERS
Led by James A. Rice, Ph.D., FACHE, Managing Director & Senior Advisor; Integrated Healthcare Strategies.
 To thrive in the new healthcare environment, Supply Chain Executives must engage not just with their C-Suite colleagues, but often with the Board itself. This session explores 5 strategies for earning your way into the boardroom and impressing them enough that you are invited back! In this interactive session, discuss how to earn investments and support for three critical assets:

- **Technology** for enterprise resource management;
- **Talent** within the supply chain leadership and workforce; and
- **Transparency** in supply chain performance management

(3) TRAINING THE PHYSICIAN IN SUPPLY CHAIN
Presented by Dr. Michael Schlosser, CMO, HealthTrust, and Dr. Darren Swenson, Vice President, Graduate Medical Education HCA Far West Division
 For decades, our industry has dreamed of introducing supply chain management concepts into the physician’s medical education. That dream is becoming reality at one provider organization with a graduate medical education (GME) program that introduces supply management techniques to practicing resident physicians. In this session, learn from physician executives how their formal educational program designed for resident physicians is making a positive cultural and financial impact. Discuss how the resident physicians are introduced to making selections of their PPI through evidenced-based and financially responsible methodologies.

(4) PATIENT CHARGE AND REVENUE MANAGEMENT WITHIN SUPPLY CHAIN
Presented by Sara Henderson, Exec. Director, Strategic Sourcing and Procurement, Avera Health
 In this session, Avera Health’s Sara Henderson will share and lead the discussion on how strategic sourcing at Avera assumed responsibility for the traditionally finance-led decision support processes associated with patient charge supplies, and then successfully re-designed the process. Learn and discuss how supply chain’s leadership and oversight resulted in a new collaborative process that has yielded benefits in workflow efficiency, revenue maximization, value analysis and item master management.

(5) A JOURNEY THROUGH THE HEALTHCARE WILDERNESS: IDN SUPPLY CHAIN METRICS AND BENCHMARKING
Presented by Eric O’Daffer, Gartner
 In this interactive session, Gartner’s Eric O’Daffer will discuss IDN Supply Chain Metrics and benchmarking, plus the latest research and practical advice regarding management metrics. Participants will see be asked to consider a revised view of management metrics that align supply chain measurements to the total cost of patient care and the outcomes of patient care. This session will feature extensive group discussion on benchmarking categories, benchmarking processes, and emerging approaches to maximize the use of comparative metrics. Come ready to share your views and experiences, plus give candid feedback about work currently in progress on the research at IDNs.

11:15 – 11:30am

Member2Member Networking Break

<p>11:30am – 12:30pm</p> <p>GENERAL SESSION</p>	<p>THE CDC's STRATEGIC NATIONAL STOCKPILE (SNS)</p> <p>CDC's Strategic National Stockpile is the nation's largest supply of potentially life-saving pharmaceuticals and medical supplies for use in a public health emergency severe enough to cause local supplies to run out. The stockpile, designed to supplement and resupply state and local inventories, ensures the right medicines and supplies are available when and where needed to save lives. In this closing general session, SNS Director Burel will explore the history of the SNS, what the program does, how it works, and how it affects the state and local levels.</p>	<p>William Gregory Burel, Director, Division of Strategic National Stockpile, Centers for Disease Control and Prevention</p>
<p>12:30pm</p>	<p>Forum Adjournment (a grab & go lunch will be provided)</p>	

[Click here to register for the FORUM.](#)

[Click here to make your hotel reservations.](#)