

AGENDA

PRELIMINARY

Hospital Supply Chain

FALL CONFERENCE

Las Vegas October 10–12, 2022



BD

TITLE SPONSOR

Monday October 10**11:30am–7:00pm****11:30am–4:00pm****12:00pm–4:00pm****2:00pm–2:30pm****4:15pm–5:30pm****5:30pm–6:00pm****SHARP / NEC****6:00pm–9:00pm****REGISTRATION FOR SUPPLIERS & SPONSORS****PROVIDER REGISTRATION**

This special Provider Registration is for all Hospital Supply Chain Directors and GPO Executives. Relax and enjoy a light meal and networking with your peers as you register for the conference. Lunch for Providers will be served between noon and 3:00pm.

SUPPLIER SHOWCASE

Select Suppliers will showcase their products, services and technology. Showcases are designed to provide a limited number of supplier attendees with an opportunity to demonstrate their products, services and solutions for the provider executives. To maximize this experience for everyone, only Providers and Supplier attendees from companies with a showcase exhibit will be permitted into the showcase area. Please contact us to learn how you can participate. Please note that lunch is not provided for Suppliers or Showcase exhibitors. There are several restaurant outlets and a market in the hotel which are available at your convenience.

SUPPLIER ORIENTATION

All Suppliers are welcome to attend this orientation meeting. This informational orientation meeting is an excellent opportunity for first time Supplier attendees to gain a clear understanding of our conference, specifically the **reverse** expo and how it works.

PROVIDER ORIENTATION & SPONSOR SPOTLIGHT

All Hospital Supply Chain Directors and GPO Executives are required to attend this orientation meeting, which will provide important information pertaining to the conference and introduce a few of our sponsors.

WELCOME RECEPTION & NETWORKING EVENT (ALL ATTENDEES)**HOSPITALITY SUITES HOSTED BY OUR SPONSORS (ALL ATTENDEES)**

Tuesday October 11



7:00am–6:00pm

REGISTRATION DESK OPEN

Our Registration Desk will be staffed throughout the conference. If you have questions or need assistance with anything, please stop by and let us know. We are happy to help.

7:00am–8:00am



We put space to work.

BREAKFAST (ALL ATTENDEES)

8:00am–9:30am

OPENING REMARKS & KEYNOTE ADDRESS (ALL ATTENDEES)

**THE UNICORN EFFECT:
CREATING LEGENDARY CONNECTION**



Sean Bott

The LA Times describes Speaker, Trainer, and Comedy Mind Reader Sean Bott as “A Crazy Blend of Jack Black and Chris Angel, He’s Amazing!”

Sean has appeared on HBO, MTV, The SyFy Channel, The CW, and in 127 Hours with James Franco. Mixing great research and mind blowing moments of mind reading entertainment, Sean has taught his skills for building strong relationships naturally and rapidly to over 1500 associations, corporations, and universities in the past ten years.



**LEARNING OBJECTIVES
AFTER ATTENDING
THIS PRESENTATION,
ATTENDEES WILL**

- To interrupt the Assumptions, Fears, and Past Negative Experiences in Self and Others
- To lead with a genuine compliment or positive feedback which short circuits the “threat mode” we enter into when engaging with leadership, clients, new situations, and others.
- To introduce Themselves as Treasure not Trash/Interact with others as Treasure not Trash
- The art of the Triple Nod, which research shows draws out 300% to 600% more words from people they are engaging with. This powerful key to opening other up is combined with several more keys, creating a strong social engine for positive momentum in interaction with new and old relationships.
- To inquire in ways that make others feel Seen, Felt, Valued, and Understood
- How to tip others toward warmth and authentic connection, especially when there is little time, by learning to mirror others effectively, ask strong questions, and seeking to understand not to solve.
- The power of these tools is their focus on one person at a time. We build intentionally, one person at a time, and when one person succeeds, we all succeed.

Tuesday October 11



9:30am–9:45am



10:00am–12:00pm



11:45am–1:00pm



SHUKLA MEDICAL
Universal Orthopedic Extraction Technologies

1:30pm–2:30pm



LEARNING OBJECTIVES
AFTER ATTENDING THIS
PRESENTATION, ATTENDEES
WILL LEARN TO

COFFEE BREAK



The Hospital Supply Chain Directors and GPO Executives host the exhibit booths in this very unique **reverse** expo.

LUNCH (ALL ATTENDEES)

EDUCATIONAL SESSION

MAKING SUSTAINABLE PROCUREMENT EASY FOR YOUR SUPPLY CHAIN

Mellissa Nguyen, MA, MBA

Healthcare institutions are there to heal the communities they serve. They uphold the bioethical principle of “Do No Harm.” Yet, in the US, the healthcare industry contributes to 8.5% of the greenhouse gas emissions. Currently, there are over 85,000 synthetic chemicals being used in the United States (U.S.), yet only 1% have been tested for safety to human health. You can’t have healthy communities on a sick planet.

Mellissa Nguyen is the Senior Program Manager for Vizient’s Environmentally Preferred Sourcing Program. She collaborates with Vizient stakeholders such as members and suppliers to develop and implement data, tools, and resources to inform and use in purchasing decisions to drive improved human and environmental health. Mellissa earned a BSBA in Information Systems and holds an MA in International Trade Policy and an MBA in environmental sustainability. She uses her experience as a United States Peace Corps Volunteer, her passion in sustainability, and more than a decade in the healthcare industry to affect sustainable change. She has presented sustainable procurement strategies at CleanMed Europe, AHRMM 2022, and Vizient Connections Summit.

- Combine resources and expertise to foster buy-in and ownership by the Supply Chain Department, which is integral to success
- Create a chemical assessment of products currently purchased by department, determine the health impacts of the chemicals found in the products, and categorize products by health impact and direct or indirect contact with patients
- Integrate sustainability into supply chain purchasing decisions. Evaluation of products by high-risk health impacts using an integrative value analysis methodology: financial impact, clinical impact, operational impact, and sustainability impact

Tuesday October 11



2:45pm–3:45pm



**LEARNING OBJECTIVES
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EDUCATIONAL SESSION

DEVELOPING A SUPPLY CHAIN PLAN FOR YOUR ORGANIZATION

Co-Speaker
Tom Redding

Tom brings a strategic perspective to hospitals and health systems with a keen focus on developing the operational and tactical plans to enable an organization’s strategic goals. His portfolio includes many of the nation’s best children’s hospitals, academic medical centers, community hospitals, clinics, and research facilities. Tom’s functional expertise includes distribution strategy and planning, inventory deployment, and optimization across the care continuum, including the use of systems and technology. His goal for each client is to develop a tailored solution that works within the organizational boundaries, yet exceeds expectations for performance, quality and safety.

Co-Speaker
Steve Pohlman

Steve Pohlman is the Executive Director Supply Chain Operations at Cleveland Clinic. In his role, Mr. Pohlman leads a multi-disciplinary team that spans materials management operations, distribution, inventory management and laundry operations across the Ohio and Florida markets.

Mr. Pohlman’s experience in healthcare spans more than 20 years, with expertise in supply chain management, hospital operations and process improvement. Mr. Pohlman joined Cleveland Clinic in 2016 as Senior Director, Materials Management, leading the Inventory Management Transformation initiative. This program enhanced patient safety and created more efficient inventory practices across the organization. He also provided oversight of Excelerate, Cleveland Clinic’s physician-lead group purchasing organization (GPO) of 70-plus hospitals across the U.S.

Prior to coming to the Cleveland Clinic, Mr. Pohlman held many positions with Akron General Health System including Associate Vice President of Service Operations, Director of Materials Management, Director of Linen Services, Manager of Procurement and Purchasing and Manager of Sterile Processing. Before joining Akron General Health System, Mr. Pohlman worked as a Sourcing Manager for Premier Health Partners in Dayton, Ohio.

Mr. Pohlman is a Southwest Ohio native who received his undergraduate degree in Industrial Engineering from the University of Dayton. He also holds an MBA from Wright State University. Prior to his career in healthcare, he worked in manufacturing in both the auto and welding industries.

- *What things to think about and include when creating a master plan*
- *Who to involve in the process*
- *How to go about developing the plan*
- *How to draw on the experiences of the Cleveland Clinic*

Tuesday October 11



4:00pm–5:00pm



EDUCATIONAL SESSION (ALL ATTENDEES)

PLOT TWIST! ADJUSTING THE SCRIPT FOR AN ALTERNATIVE ENDING IN HEALTHCARE

Katie Boston-Leary, PhD, MBA, MHA, RN, NEA-BC

Katie Boston-Leary is a trained executive coach with training from the College of Executive Coaching and the John Maxwell Coaching Program. She is DISC and EQ-i 2.0 certified and provides coaching to doctoral students, graduates from the Stanford University's "What's Next?" Course and various hospital leaders. She redesigned the Nurse Leadership Institute at the University of Maryland with an embedded coaching program. Katie is an Adjunct Professor at the University of Maryland School of Nursing and the School of Nursing at Case Western Reserve University. She is also a certified clinical trauma professional which focuses on Trauma, PTSD, Grief and Loss. She is also the Director of Nursing Programs and Healthy Nurse, Healthy Nation at the American Nurses Association.

Katie recently co-authored an article titled, *The US COVID-19 Crisis: Facts, Science and Solidarity*, which was published in the *International Nursing Review (INR)*, the official journal of the International Council of Nurses (ICN) and an article in *Nursing Management* titled, *"Zero Tolerance Starts Now: Making Nurses' Safety a Priority"*. She was certified as an Operating Room Nurse and has held multiple positions in OR Leadership. She was previously the System Chief Nursing Officer at University of Maryland Capital Region Health (UMCRH) in Maryland and was elected and served as the President of the Maryland Organization of Nurse Leaders. Katie led her nursing team to an ANCC Pathway to Excellence designation and to win the coveted annual ANCC Pathway to Excellence award in 2017. She also has strong partnerships with deans and chairs of nursing programs in the communities she has worked in to improve nursing curriculums and effectively preparing nurses to transition from novice to experts and has developed many nurse leaders from charge nurses to executives. She was a featured guest at the Inaugural SEHA nursing conference in Abu Dhabi which was a hospital system seeking ANCC Pathway Designation. She has also been invited to Capitol Hill in Washington DC with the American Nurses Association to discuss the havocs of regulatory burden on hospitals. She was recently identified August 2019 Health Leaders Journal as "One of Five Chief Nursing Officers Changing Healthcare". Her most recent research was a qualitative study on nurses' perceptions of power dynamics in the hospital setting.

**LEARNING OBJECTIVES
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PRESENTATION, ATTENDEES
WILL LEARN TO**

- *Understand principles of Titanic Syndrome - Definition, Applicability to Nursing, Healthcare and Personal lives*
- *Learn about the current issues and research about well-being*
- *Verbalize understanding of key actions to take to fix the healthcare system*
- *Learn about systemic well-being for sustainability of the healthcare industry to include healthcare professionals*
- *Understand how we can create the alternative ending to a bad ending to course correct the direction of the healthcare industry*

Tuesday October 11



6:30pm–9:30pm



BEACHCLUB • NIGHTCLUB



On Tuesday night join us at Drai's* for the hottest party in Las Vegas!

Drai's Beach Club/Nightclub*, on top of the Cromwell Las Vegas, is a dazzling, multi-level rooftop hotspot with unparalleled views of the Las Vegas Strip. The venue's 360-degree multi-level experience is reinventing the way guests experience Las Vegas nightlife and takes entertainment to new heights.

With open bars and delicious food, come enjoy an evening of networking while overlooking the famed Bellagio fountains and the heart of the Strip. Musical mash ups from DJ Warren Peace will entertain your senses all night long; you'll hear all your favorites from Motown to Bruno Mars. Don't miss out on HCP's hottest indoor and outdoor rooftop party experience!

Shuttles will run continuously between the Westgate Las Vegas Resort & Casino and Drai's from 6:15pm–9:30pm.

***This is a 21 years old & over venue. Each guest must be prepared to present a government issued photo identification in order to enter the venue. Failure to present a valid ID may result in not being allowed to enter the event.**



sponsors

Wednesday October 12



6:45am–7:45am



We put space to work.

7:00am–12:00pm

8:00am–10:00am



10:30am–11:30am



BREAKFAST (ALL ATTENDEES)

REGISTRATION DESK OPEN



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EDUCATIONAL SESSION

**TREADING WATER, AN ACCEPTABLE STRATEGY?
WILL A CYBER INCIDENT PULL YOU UNDER?**

Mac McMillan, FHIMSS, LCHIME, CDH-E

Mac McMillan is Chief Executive Officer Emeritus of CynergisTek, Inc. Mac McMillan is considered a thought leader in security, privacy, and compliance issues in healthcare from his 40-year career as a healthcare and government expert. Successfully founded and lead CynergisTek to become the top-ranked information security and privacy consulting firm focused on the healthcare IT industry. He is recognized as a HIMSS Fellow, former Chair of the HIMSS Privacy & Security Steering committee, Work Group and Policy Task Force. He served on the CHIME Board of Advisors for AEHIS, the Most Wired Advisory Board, contributed to Healthcare's Cybersecurity Model for the Baldrige award and advised KLAS on defining its cybersecurity criteria. He has been an advisor, advocate, and role model to the HIT security community by sharing his passion to educate the industry on the importance of security. He is the recipient of the CHIME Foundation Industry Leader Award for Career Excellence, the Baldrige Foundation Award for Leadership Excellence in the Cybersecurity sector, the HIMSS John A Page Distinguished Fellows Service Award and is a DoD Excellence in Government Fellow.

Continued on next page

Wednesday October 12



**LEARNING OBJECTIVES
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Continued from previous page

McMillan served as Director of Security for two separate Defense Agencies, the On-Site inspection Agency (1988-1998) and the Defense Threat Reduction Agency (1998-1999) and sat on numerous interagency intelligence and security countermeasures committees while serving in the U.S. government. He holds a Master of Arts degree in National Security and Strategic Studies from the U.S. Naval War College and a Bachelor of Science degree in Education from Texas A&M University. He is a graduate of the Senior Officials in National Security program at the JF Kennedy School of Government at Harvard University and the Federal Executives Institute. He retired from the US Marine Corps as an Intelligence Officer after 21 years of service.

- *Better understand what their "attack surface" encompasses and how this combined with the current threat ecosystem increases their business risk*
- *Describe why cybersecurity programs and protections must evolve to provide adequate assurances to business owners*
- *Implement responsibilities business owners have for cyber protections and preparedness*
- *Discern between a compliance-based program and a resilience based*

**CONTACT
INFORMATION**

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