

AGENDA

Hospital Supply Chain

SPRING CONFERENCE

New Orleans May 18–20, 2022



BD

TITLE SPONSOR

WEDNESDAY MAY 18



11:30am–7:00pm

11:30am–4:00pm



12:00pm–4:00pm

2:00pm–2:30pm

4:15pm–5:30pm

5:30pm–6:00pm



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)

THURSDAY MAY 19



7:00am–6:00pm

7:00am–8:00am



8:00am–9:30am



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

9:30am–9:45am

SurgiSLUSH™

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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.

BREAKFAST (ALL ATTENDEES)

OPENING REMARKS & KEYNOTE ADDRESS (ALL ATTENDEES)

**THE POWER OF CHOICE IN THE CRAZINESS
OF THE TORNADO!**



Michael Hoffman, CSP.

Michael's video with his daughter dancing in his kitchen has gone viral in over a dozen countries. It has reached more people around the globe than anything he's ever said or done in business in the last 25 years. We stopped counting at 200 million views—go figure!

Effective training combines the right informational tools with the right motivation. Motivation alone is fleeting, but the right tools without motivation are lifeless... Michael provides both.

CSP, Certified Speaking Professional is the highest earned designation of the National Speakers Association.

- Experience the connection between choice and success
- Examine the power of their individual influence over seemingly overwhelming situations
- Ignite a purpose driven approach to getting things done as influencers through and with others
- Have a lot of fun doing it

COFFEE BREAK

THURSDAY MAY 19



9:45am–10:45am



PAR
EXCELLENCE

PANEL DISCUSSION

HOW SUPPLY CHAINS CAN IMPROVE OUTCOMES AND SUPPORT LOCAL ECONOMIES WITH SUPPLIER DIVERSITY

CO-SPEAKER

NANCY DANIELS

As Conductiv's Senior Director of Design and User Experience, Nancy is responsible for moving innovation forward within Conductiv's software product developments.

Nancy integrates user-focused design throughout the organization via workshops, user research, testing, and Tech Collaborator partnerships. She plays an integral role in developing Conductiv's Diversity, Equity, and Inclusion initiatives and technology.

CO-SPEAKER

CHARLIE MICELI C.P.M. NETWORK CHIEF SUPPLY CHAIN OFFICER

Charlie joined the University of Vermont Health Network in 2008 as VP of Supply Chain, Charlie has also served as Interim CEO for both Inter-Lakes Heath in 2010-2011 and 2014 as well as CIO for One Care Vermont and Deputy CIO and VP Pharmacy for UVM Medical Center.

Prior Supply Chain roles include Chicago (Northwestern, Loyola and Univ of Chicago) and Boston (Partners Healthcare and Newton Wellesley) as well as consultancy for BD Health Care Consulting and Services.

He earned a B.A. in Psychology from Notre Dame. His Board Memberships include: Patient Safety Movement Foundation, Green Health Exchange, Northeast Purchasing Coalition, BTV Ignite.

CO-SPEAKER

VALENCIA STOUDAMIRE

Valencia is a dynamic business professional with over 20 years of purchasing and multi-level relationship building experience in the automotive and healthcare sectors. She currently serves as the Vice President of Supplier Diversity and Place-based Investments for Henry Ford Health System in Detroit. In this role, she has responsibility for leading the System's supplier diversity and place-based investment objectives by driving inclusion strategies that will: 1.) enhance partnerships and spend with diverse vendors and 2.) create sustainable investments that will improve health outcomes and community wealth-building.

In 2021, Valencia had the distinct privilege to represent HFHS as a fellow with CEO Action for Racial Equity - a year-long fellowship focused on developing legislative and corporate policy to address systemic racism within the Black community in the areas of Economics, Education, Healthcare and Public Safety. While in the fellowship, her area of focus was on enhancing Black entrepreneurship and business diversity through collaborative engagement between buyers, suppliers, capital providers, developmental agencies and government.

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THURSDAY MAY 19



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**CO-SPEAKER
BENN SLEDGE**

On April 26, 2021 Mr. Sledge joined Texas Health Resources as Director, Category Management. He previously held positions with Alltran, TSI, Parallon and Cardinal Health as Enterprise Vice President of Sales. Before that he spent 26 years of his career in Supply Chain Management in various areas, Manufacturing, Public Schools, Telecom, Utilities and Healthcare.

He brings with him a vast knowledge of Diversity and Inclusion processes as well as Minority Business Development. This knowledge he eagerly shares with his teams and peers. Mr. Sledge is from Redan Ga., (Atlanta area Suburb) and now resides in Richardson TX.

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

- Identify key challenges before implementing diverse supplier program
- Define ways to incorporate thoughtful, proactive, and comprehensive diversity strategies for sourcing
- Evaluate how DEI strategies deliver value-driven commitment in the long-term

11:00am–12:00pm



EDUCATIONAL SESSION

**UTILIZING REAL-TIME DATA TO REDUCE HOSPITAL
EQUIPMENT EXPENSES**

DAVE WIEDMAN *Chief Commercial Officer of Vizzia Technologies*

Dave Wiedman has more than 30 years of executive management experience in the technology industry, to include medical equipment asset management technologies. Healthcare clients include: Catholic Health, Emory Healthcare, Grady Health System, PIH Health, Piedmont Healthcare, Providence, and Kaiser Permanente.

Dave is currently Chief Commercial Officer of Vizzia Technologies, a leading software and managed service provider of real-time location systems (RTLS) for healthcare organizations. Mr. Wiedman was President & Chief Operating Officer of Lexicon Technologies, and Co-Founder of AccuScan Inc., which was acquired by Peak Technologies (NASDAQ: PEAK).

Dave holds a Bachelor of Science degree in Management Information Systems from the University of Tampa. He is currently a Board of Director of the Georgia Biomedical Instrumentation Society (GBIS), the State affiliate of AAMI (the Association for the Advancement of Medical Instrumentation). He previously served on the Board of Directors of the Service Industry Association (SIA). Dave and his family reside in Atlanta, Georgia and his daughter is an emergency room Nurse.



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

- What are Real-Time Locations Systems (RTLS) and how they work in hospitals & clinics
- How data analytics can save hospitals both Capex (fleet management) and Opex (staffing)
- ROI results from 8 healthcare providers across the US, vetted case study success highlights
- Best-practices for hospital executives to implement an effective asset management program

THURSDAY MAY 19



11:45am–1:00pm



HealthTronics



1:30pm–3:30pm



4:00pm–5:00pm



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

LUNCH (ALL ATTENDEES)



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

EDUCATIONAL SESSION (ALL ATTENDEES)

CONFLICT RESOLUTION SKILLS FOR LEADERS

CHRISTY L. FOLEY, ESQ.

Christy L. Foley is an attorney, mediator, and arbitrator who has dedicated her professional career to teaching others about conflict resolution, mediation ethics, and e-mediation techniques. As a teacher at heart, she loves teaching groups how to create peace in their workplace.

Christy is considered a leader in the field of conflict resolution. She was a pioneer in e-mediation, having started E-Mediation Services in 2018. She has also served as Chairwoman of Florida's Mediator Ethics & Advisory Committee ("MEAC") since 2018. Moreover, she serves as an officer in the Alternative Dispute Resolution Section of the Florida Bar. In 2010, Christy's popular presentation style led her to teaching in higher education. She currently serves as a Visiting Lecturer at the University of Central Florida.

Christy has spoken in front of local, statewide, and nationwide audiences - both in-person and through virtual conferences. She also consults with small-to-medium sized businesses to help them resolve conflicts within their businesses.

- Identify early signs of conflict in the workplace
- Gain the confidence to address conflict in the workplace
- Learn techniques for effectively resolving conflicts in the workplace

THURSDAY MAY 19



DE DINNER & ENTERTAINMENT

6:30pm–9:30pm



On Thursday night, join us for a spectacular evening at Mardi Gras World!

Mardi Gras World—where Mardi Gras is made—offers visitors a behind the scenes sneak peek at the “greatest free show on earth,” as more than eighty percent of the floats for the New Orleans carnival season are designed and built right here.

But the excitement doesn't stop when the parades end—you will experience true New Orleans hospitality in this awe-inspiring setting. With fantastic creole and cajun food, you will dine on the unique flavors of the bayou. With open bars, live music and dancing, the towering columns of Grand Oaks Mansion, beautiful footbridges and magnificent oak trees, this enchanting one-of-a-kind setting will heighten your sense of wonder for a magical starlit night you won't want to miss!

Shuttles will run continuously between the Hyatt Regency and Mardi Gras World from 6:15pm–9:30pm.



We put space to work.



sponsors

FRIDAY MAY 20



6:45am–7:45am



7:00am–6:00pm

8:00am–9:30am



BREAKFAST (ALL ATTENDEES)

REGISTRATION DESK OPEN

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EDUCATIONAL SESSION

CLINICAL INTEGRATION THROUGH THE LENS OF VALUE ANALYSIS

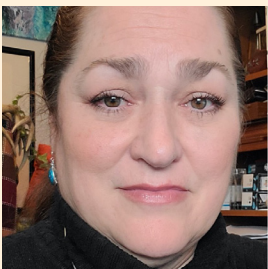
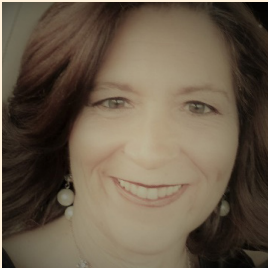
MODERATOR
BARBARA STRAIN, MA, CVAHP

Barbara Strain practices as an independent healthcare value consultant assisting a wide range of clients from new, emerging and disruptive technology, to Fortune 500 companies, medical innovation centers, and provider organizations in developing relevant value propositions.

Prior to becoming an independent healthcare value consultant Barbara had a distinguished career as a healthcare provider across multiple specialties including clinical laboratory operations, microbiology, disinfection, sterilization and infection control. She spent 20+ years as a value analysis professional directing a highly functioning, successful Value Management Program governed by an Executive Steering Committee.

Professionally Barbara is a founding member, past president and current Strategic Board Liaison of the Association of Healthcare Value Analysis Professionals (AHVAP). She actively participates in Association of Healthcare Resource & Material Management (AHRMM) committees and is a frequent speaker on such topics as value analysis and supply chain and moderates healthcare subject matter podcasts and panels. Barbara is an inductee of the 2021 Bellwether League Foundation's Hall of Fame for Healthcare Supply Chain Leadership.

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PANELIST

GLORIA GRAHAM, DNP, RN, CVAHP

Dr. Gloria Graham is a Value Analyst Manager within the division of Contracts & Value Analysis for Supply Chain at Cincinnati Children's Hospital Medical Center. In this role, she provides oversight for clinical value analysis and other supply chain activities related to patient care, quality and safety. As an internal liaison to both clinical and non-clinical staff, she has been able to share how clinicians and supply chain partner with each other for improved clinical and financial outcomes and safety. She has extensive experiences in supply chain management, value analysis, program/project management, and patient safety with quantifiable success within healthcare organizations. Graham's 32 years' experience as a Registered Nurse validates her as a healthcare industry operations leader with a track record of successfully developing and improving programs and processes through collaboration, innovation and patient-centric focus.

She is a nationally recognized speaker and a former President of the Association of Healthcare Value Analysis Professionals (AHVAP). She currently serves as AHVAP's Northeast Regional Director & Chair of the Industry Business Education Collaborative (IBEC) committee. She holds a Doctorate of Nursing Practice (DNP) in Healthcare Leadership from Mount St. Joseph University, a Master's of Science in Nursing (MSN) from Xavier University and a Bachelor's of Science in Nursing from Berea College.

PANELIST

TERRI NELSON, BSN, RN, MA

Terri Nelson leads the Clinical Quality Value Analysis Team, facilitating the Value Analysis process, development of the Product Formulary and manages the Product Recall/Issue System. In addition, the Value Analysis team provides value analysis support to members of Captis™ a collaborative healthcare network comprised of 90+ members.

Terri has been an active member of the Association of Value Analysis Professionals, currently serving as the Central Region Director. She has been employed at Mayo Clinic for over 40 years in the roles of Staff Nurse, Nurse Manager, Practice Analysis and Director. She received her Bachelor of Science in Nursing from Winona State University, Winona MN and Master's Degree with a dual focus in Health Human Service Administration and Management from St. Mary's University, Winona MN.

PANELIST

LAURA POLSON, BSN, RN-BC, CVAHP

Laura L Polson, is currently the System Director of Clinical Quality Value Analysis for Baptist Healthcare in Kentucky and Southern Indiana. Laura has been a nurse for 40 years and has worked in critical care, emergency medicine, surgery, open/artificial heart teams, quality, risk, value analysis, cardiac cath and electrophysiology areas. Since joining AHVAP in 2004, she has served on multiple committees, as the 2020 President, and is the AHVAP Conference Committee Chair for 2022.

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

- Define a key organizational goal for successful clinical integration
- Determine the value analysis roles within organizations that are needed to align for successful clinical integration
- Develop a partnership structure linked with the essential components of value analysis program and their maturity levels

FRIDAY MAY 20



10:00am–12:00pm

**Storage
Systems**
UNLIMITED



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



**CONTACT
INFORMATION**

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AND SPONSORSHIPS**
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