

AGENDA



HCP23

FALL CONFERENCE

Hospital Supply Chain

stryker

TITLE SPONSOR

St. Louis, MO October 16-18, 2023



| | |
|------------------------------|---|
| <p>11:30am–4:00pm</p> | <p>PROVIDER REGISTRATION This special Provider Registration is for all Supply Chain Leaders 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 11:30am and 3:00pm.</p> |
| <p>11:30am–7:00pm</p> | <p>SUPPLIER REGISTRATION</p> |
| <p>12:00pm–4:00pm</p> | <p>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 in the convention center which are available at your convenience.</p> |
| <p>2:00pm–2:30pm</p> | <p>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.</p> |
| <p>4:15pm–5:30pm</p> | <p>PROVIDER ORIENTATION & SPONSOR SPOTLIGHT All Supply Chain Leaders 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.</p> |
| <p>5:30pm–6:00pm</p> | <p>WELCOME RECEPTION & NETWORKING EVENT <i>(ALL ATTENDEES)</i></p> |
| <p>6:00pm–9:00pm</p> | <p>HOSPITALITY SUITES HOSTED BY OUR SPONSORS <i>(ALL ATTENDEES)</i></p> |



7:00am–6:00pm

7:00am–8:00am

8:00am–9:30am



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)

BECOMING AN IDEA FACTORY: HOW TO TURN YOUR ORGANIZATION INTO AN INNOVATION MACHINE (EVEN WHEN TIMES ARE TOUGH)

KYLE SCHEELE

Kyle Scheele has been called “the patron saint of crazy ideas”. Whether he’s having a Viking funeral for the regrets of 21,000 people, hosting the world’s first fake marathon, or gaining a million TikTok followers in just 25 hours, Kyle is always on the lookout for crazy ideas that produce wildly outsized outcomes.

Over the last decade, his projects have been featured in outlets like Fast Company, WIRED, The Washington Post, Yahoo!, BuzzFeed, Upworthy, Goalcast, and more. His videos have been viewed over 250 million times, and he has spoken to hundreds of thousands of audience members across the United States. More than anything, Kyle hopes that his story can inspire others to chase their own crazy ideas and become the people they were meant to be.

Sponsored By:



9:30am–9:45am

LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- *Get more (and better) ideas out of themselves and their team by using the practical tips from the presentation*
- *Identify the 5 things that every idea needs*
- *Understand how to avoid common idea-killers in an organization*
- *Recognize the role that constraints play in the ideation process*

COFFEE BREAK



9:45am–10:45am

**EDUCATIONAL SESSION**
**BJC HEALTHCARE DEMAND AND SUPPLY PLANNING JOURNEY:
LEVERAGING CENTRAL DISTRIBUTION FOR SEAMLESS INVENTORY
MANAGEMENT AND TIMELY PATIENT CARE**
SCOTT BLANKENSHIP, CSCP, CSSGB, CQPA

Scott serves as the Director of Supply Chain Central Operations for BJC Healthcare - the #8 ranked supply chain in Gartner's 2022 Top 25 Healthcare Supply Chain rankings. Scott's responsibilities include leadership of the dedicated Demand/Supply Planning team, Central Distribution, Procurement, Linen Operations, and Supply Disruption Management for all 373 shipping locations in the BJC network. Since joining BJC Healthcare in 2020, Scott has helped develop a dedicated planning team responsible for planning and replenishment for 87% of line order volume across the BJC network. He also led the standup of a new Customer Resolution/Disruption Management team that resolves 95% of supply escalations within 24hrs on a daily basis. In 2022, Scott led the team responsible for deploying a 412,000 square foot consolidated service center that ships over 50,000 order lines into the BJC Network each week and warehouses >7,000 SKUs for BJC Healthcare. Scott maintains central distribution budget responsibility for BJC Healthcare and deployed a comprehensive Cost to Serve forecast model for labor/warehouse/freight/technology cost with <1.5% variance. Scott has traveled across the country visiting healthcare CSCs and distributor facilities to learn from peers and share central distribution best practices. With a passion for improving healthcare supply chain operations Scott seeks every opportunity to share the BJC journey and start conversations with peers across the industry.

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

- Understand fundamental demand and supply planning concepts including key success measures
- Develop dedicated planning resources for comprehensive system support and supplier alignment through Collaborative Planning Forecasting & Replenishment (CPFR)
- Deploy scalable distribution strategies that reduce cost and improve service through centralization
- Utilize demand planning activities for more than product purchases - budgeting, labor planning, transportation



11:00am–12:00pm



EDUCATIONAL SESSION

DON'T BECOME A STATISTIC; LEARN HOW BEST TO DRIVE VALUE FOR YOUR ORGANIZATION

CO-PRESENTER: JONI RITTLER

Joni Rittler is the Vice President, Supply Chain Management for The Children’s Hospital of Philadelphia (CHOP). She has worked in healthcare materials management for The Children’s Hospital of Philadelphia (CHOP). She has worked in healthcare materials management for over 30 years and holds a bachelor’s degree in management of information technology from Eastern University, as well as a master’s degree in healthcare administration from St. Joseph’s University.

Throughout her career, Joni has led many projects to implement new technology and improve supply chain operations. Prior to her role at CHOP, she served as the Vice President of Supply Chain Technology for Catholic Health Initiatives (now Common Spirit). Her many accomplishments include re-design of business processes, development of shared service centers, optimization of group purchasing organization, logistics planning, and implementation of ERP, Financial or Supply Chain systems. In her current role Joni provides vision, strategy, and leadership for an integrated supply chain across the CHOP enterprise.

Joni believes that building relationships is key to success in Supply Chain Management (SCM). She has a passion for developing emerging talent to grow the next generation of SCM leaders. She serves as the executive sponsor for CHOP’s All Abilities Resource Group, an employee team working to raise awareness and provide education related to employment of people with disabilities. Joni was instrumental in the formation of the Pediatric Alliance, a newly formed aggregation group of pediatric hospitals, and serves as the chair for the executive steering committee for the Pediatric Alliance, as well as a member of the Joint Oversight Committee.

CO-PRESENTER: 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 each 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.

Sponsored By:



LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- *Identify areas of opportunity for improvement within the supply chain.*
- *Secure the support from executive leadership to make the right changes.*
- *Institute a new service delivery model without disrupting clinical operations.*
- *Leverage KPIs for supply chain operations.*



11:45am–1:00pm

LUNCH (ALL ATTENDEES)

1:30pm–3:30pm



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

Sponsored By:



4:00pm–5:00pm



AFTERNOON KEYNOTE (ALL ATTENDEES)

STAYING POWER: HOW TO KEEP EMPLOYEES LONGER
SHELONDA DARLING

Workforce Retention Strategist Shelonda Darling from Magnet Culture helps organizational leaders identify what’s happening with the current employment landscape to shift manager mindsets so they can better lead and retain today’s new workforce. Her real-world, engaging approach and tactics make managers more effective in their roles.

Shelonda has discovered the power in storytelling that gives employees a sense of belonging and pride in their company through her variety of corporate roles in Training and Development, Employee Engagement, HR Communications, and Corporate Communications.

And a self-proclaimed Xillennial born in 1980 on the cusp of Gen X and Millennials, she sits in the sweet spot for bridging the generational gaps because she can speak to both the expectations of traditional managers and the evolved expectations of today’s younger workers.

Magnet Culture is a firm committed to reducing unnecessary employee turnover by bridging generational gaps and making managers more effective in their roles. As workforce thought leaders and trainers, the Magnet team presents 200+ programs annually exploring today’s new workforce and sharing proven retention strategies from their book, *Staying Power: Why Your Employees Leave & How to Keep Them Longer*.

Sponsored By:



LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- Discover current employee turnover trends and future staffing projections
- Uncover the real reasons employees leave most organizations and ways to encourage them to stay
- Learn how to become a M.A.G.N.E.T. leader who attracts better applicants and keeps staff longer

stryker

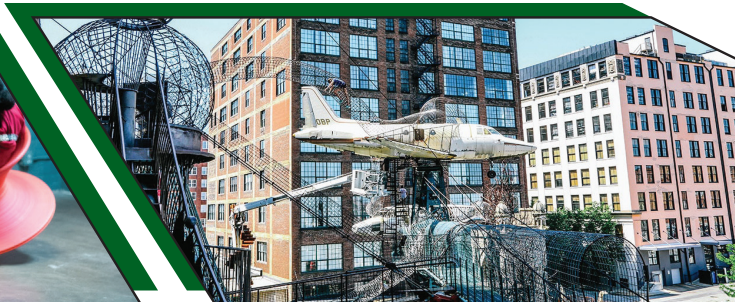


D&E DINNER & ENTERTAINMENT

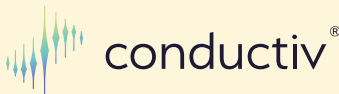
6:00PM-9:00PM

ADVENTURE AWAITS: CLIMB, SLIDE, AND GET LOST AT THE SERIOUSLY FUN AND DELIBERATELY UNUSUAL CITY MUSEUM!

Housed in the former International Shoe Company in Downtown St. Louis, the City Museum is filled with floors of **CONSTANTLY EVOLVING** installations, attractions, collections and much more! This **MASTERFULLY ENGINEERED** experience lets you flex your imagination as you explore this eclectic mix of fun house, surrealistic pavilion and playground. Enjoy delicious smokehouse BBQ and an open bar while networking with your colleagues throughout the caves, tunnels, in the 4-story wrought-iron slinky, 10-story spiral slide, a Rocketship or the World's Largest Pencil. Get a great city view while riding the Big Eli Ferris Wheel on the City Museum's rooftop - and don't forget the DJ and plenty of dancing. Dress to play and prepare yourself for some serious fun!



Sponsored By:



We put space to work.





7:00am–12:00pm

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.

6:45am–7:45am

BREAKFAST (ALL ATTENDEES)

8:00am–10:00am



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

Sponsored By:



10:30am–11:30am



EDUCATIONAL SESSION

LEADERS SHARING THEIR CYBER INCIDENT EXPERIENCE AND THE LESSONS LEARNED

MODERATOR: DONALD MCGRUDER

Donald McGruder is Chief Information and Revenue Officer at South Shore Hospital in Chicago, a position he's held since August 2015. Donald has more than 20 years of experience in healthcare IT and finance. As CIO/CRO, he implemented solutions that reduced the datacenter footprint to 1/10 its former size, leveraging cloud technology. He also implemented the Right Patient, Right Time, Right Bed philosophy which led to a 50% reduction in denials.

Donald previously served as Director of Technology for Porter Health, now Northwest Health, part of Community Health Systems (CHS). During his tenure, he led the deployment of an innovative Metro-E solution to provide connectivity to over a dozen rural locations throughout Northwest Indiana. Donald also managed the migration of their two datacenters to a P2V environment.

Prior to this, he served as IT Director and Patient Finance consultant, for Chicago's Jackson Park Hospital and Medical Center, where he led the migration of their EMR from on-prim to a more cost-effective managed services platform. He also modernized the revenue reporting tools and introduced data analytics to the entire organization.



PANELIST: PEDRO VEGA

Pedro Vega, works as System Vice President of Supply Chain at One Brooklyn Health System in Brooklyn. Pedro been a Supply Chain provider all but 2 years of his 42 year career, 31 years at two of NYC major health systems, (NYU and NY Presbyterian) Pedro has worked and managed through all the departmental components, which make up Supply Chain. Pedro began his career as a receiving clerk and is now the Systems Vice President for Supply Chain at the One Brooklyn Health System in Brooklyn, NY. Pedro is proud to have managed the first JIT program and Custom Pack, known as PBDS (procedural based delivery system) created at New York Presbyterian in the late 1980's.

Pedro currently serves on the board at AHRRM Chapter of HMMS-NJ, and part of our Health Connect Partners educational advisory board. Attended St John University, and also is a certified six sigma black belt and has is CMRP.



PANELIST: RUSSELL TEAGUE

Russell Teague, works as VP Advisory & Threat Operations at Fortified Health Security. Russell is a senior business leader with 25+ years of progressive experience in Information Security and the cybersecurity industry covering Healthcare, Pharma, Life Science, Financial, Retail, Technology, Manufacturing, Oil & Gas, and Utility sectors. Mr. Teague has held roles as Chief Security Officer (CSO), Chief Technology Officer (CTO), and has a history of successful entrepreneurship and executive leadership in Cybersecurity.



PANELIST: JAY GREENBERG

Special Agent in Charge (SAC) Jay Greenberg has been the head of the FBI St. Louis Division since May 2022. During his nearly 19 years as an FBI special agent, SAC Greenberg also served in field offices in Dallas, Chicago, and Washington, D.C. where he led investigations into civil rights, public corruption, government fraud, white-collar crime, and violent crime violations. During multiple stints at FBI Headquarters, SAC Greenberg managed and led the FBI's national and international efforts to address all criminal investigations, including healthcare fraud and other financial crimes, public corruption, civil rights violations, violent crimes, transnational organized crime, and the FBI's covert operations.

SAC Greenberg earned a bachelor's degree in industrial engineering from Texas A&M University. Prior to joining the FBI, he worked in management and technical consulting.

Sponsored By:



LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- *Understand The Impact of A Cyber Incident*
- *Activate Hospital Wide Manual Operational Procedures*
- *Discuss Hospital Leadership Communicating with Internal and External Stakeholders*
- *Develop Recovery Protocols, Procedures and Process's for Future Success*

CONTACT INFORMATION

SUPPLIER REGISTRATION AND SPONSORSHIPS
JIM FRIEDLANDER
 DIRECTOR OF SALES
 615-619-6025
 JIM.FRIEDLANDER@HLTHCP.COM

PROVIDER REGISTRATION
MICHAEL CARDARELLI
 PROVIDER RELATIONS EXECUTIVE
 615-257-7530
 MICHAEL.CARDARELLI@HLTHCP.COM