

HOSPITAL PHARMACY
RXBUYER
CONFERENCE

ORLANDO, FL AUGUST 4-5, 2024



TITLE SPONSOR



SUNDAY AUGUST 4

8:00AM–7:00PM

REGISTRATION DESK OPEN

8:30AM–10:30AM

PROVIDER BREAKFASTS *(By Invitation Only)*

11:00AM–12:30PM

BUYER LOUNGE *(For Pharmacy Purchasing Professionals Only)*
Before our first session, stop by the VIP Buyers Lounge. Come to relax, enjoy a chef prepared light lunch, and spend time connecting with your fellow colleagues/buyers. This is definitely the place to be before you head into the first meeting of the day!

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SUNDAY AUGUST 4

1:00PM–2:30PM



OPENING REMARKS & KEYNOTE ADDRESS

HOW YOU SHOW UP MATTERS, LEADERSHIP IS BEHAVIOR **VICKI LANDERS, PT, DPT, ACC**

Vicki D Landers, PT, DPT, ACC, is a dynamic force in healthcare, serving as a Physical Therapist, Professional Speaker, and Certified Professional Coach. As the founder and CEO of In Progress Coaching, she dedicates her efforts to refocusing healthcare on its fundamental purpose: caring for people. Vicki engages audiences nationwide, captivating them with entertaining and educational presentations. With nearly three decades of diverse healthcare experience, Vicki’s mission is to empower healthcare providers to take control of their well-being, offering hope through engaging keynotes and personalized coaching.

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

- Discuss how anabolic and catabolic energy influence workplace interactions
- Define how they impact patient care, beyond the tasks performed
- Identify their own reactions to a stimuli and shift to an intentionally selected response

3:00PM–5:00PM



5:00PM–8:00PM

HOSPITALITY SUITES, HOSTED BY SPONSORS

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MONDAY AUGUST 5

7:00AM–4:00PM

REGISTRATION DESK OPEN

7:00AM–8:00AM

BREAKFAST

8:00AM–9:00AM

EDUCATIONAL SESSION



THE EVOLUTION OF THE PHARMACY BUYER POSITION **FRED J. PANE, R. PH., BS PHARMACY, FASHP, FABC**

Fred Pane is currently Vice President, Pharmacy Services, Capstone Health Alliance, a regional purchasing group (RPG). He is developing new contracting models to address today's evolving healthcare ecosystem, including Population and Value Based Care, supporting the member hospitals mission and pharmacy departments, delivering clinical, operational, and financial value to Capstone members and their patients. He is coordinating the development of 100% domestic API (Active Pharmaceutical Ingredients) with Bright Path Labs, to address the national drug shortages.

His diverse work experience background and education allows him to see the total healthcare ecosystem through many lenses and develop solutions. His experience includes, PhRMA Industry, National GPO (Premier Inc.), and numerous Hospital Pharmacy Leadership positions including, an academic medical center/IDN, Lehigh Valley Hospital and Health Network (LVHN), Allentown, Pa where he led Enterprise Pharmacy Operations, provided Pharmacy Leadership for an ACO (PennCARE) and was Chair, P and T Committee, developing an Evidence Based Formulary.

He provides input to ASHP, Health Care Supply Association, American Hospital Association, Advisory Board Company, and other professional organizations, addressing issues that are impacting patient care, the profession of Health System Pharmacy and Hospitals and the Healthcare Ecosystem. He has numerous publications including the first article on "White Bagging" and "Value Based Contracting" and has presented at numerous conferences.

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

- Describe how the role of the Pharmacy Buyer position has changed over the years.
- Identify new opportunities and roles for the Pharmacy Buyer, as the Healthcare Ecosystem continues to evolve.
- Develop a job description that reflects your role and responsibilities.
- Identify the role of technology/automation in support of the Pharmacy Buyer.

9:30AM–11:30AM



SESSION 2

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MONDAY AUGUST 5

11:30AM–1:00PM

1:00PM–2:00PM



LUNCH

EDUCATIONAL SESSION

STRATEGIES FOR SUCCESS: EMPOWERING PHARMACY BUYERS IN AN EVOLVING HEALTHCARE LANDSCAPE

FATIMAH MUHAMMAD

Fatimah Muhammad is a highly accomplished healthcare professional with over 10 years of experience in pharmaceutical services and healthcare management. In her role as the Director of 340B Pharmaceutical Services & Drug Reimbursement at Saint Peter's University Hospital in New Brunswick, New Jersey, she has been at the forefront of expanding prescription access and optimizing healthcare for vulnerable populations. Fatimah's expertise in clinical pharmacy, 340B, public health, risk and compliance, and international business has played a pivotal role in delivering impactful healthcare solutions.

Beyond her professional achievements, Fatimah is deeply committed to addressing pressing health issues such as Black maternal mortality and the opioid crisis. She actively participates in community outreach, equitable health policy initiatives, and public health efforts to make a positive difference in people's lives. Fatimah is a member of the Opioid Task Force at Saint Peter's University Hospital, she tirelessly works towards expanding healthcare services, particularly focusing on patient accessibility and affordability of essential medications.

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LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- *Understand the key challenges faced by pharmacy buyers in an evolving healthcare landscape.*
- *Identify effective strategies and best practices to empower pharmacy buyers in navigating these challenges.*
- *Explore innovative technologies and tools that can enhance efficiency and streamline the pharmacy buying process.*
- *Advocate for changes and collaborate with stakeholders to drive positive outcomes in patient care.*

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MONDAY AUGUST 5

2:15PM–3:15PM



EDUCATIONAL SESSION

THE RACE TO END DRUG SHORTAGES THROUGH COLLABORATION AND PATIENT-CENTRIC DESIGN

LAURA BRAY, MBA

Laura Bray is Chief Change Maker and founder of Angels for Change. Founded in October 2019, Angels for Change is a global, volunteer-supported, non-profit organization on a mission to end drug shortages through advocacy, awareness, and a resilient supply chain. Angels for Change is the only patient advocacy, non-profit organization in the country with a mission to end drug shortages.

Angels for Change was founded after Laura's daughter, Abby, faced three life-saving drug shortages during her pediatric cancer diagnosis. Laura's knowledge of supply chain, understanding of business, and first-hand experience navigating life-saving drug shortages for her own child drives the Angels for Change mission. She is building a resilient supply chain, so no patient hears the words "We don't have the drugs needed to save you," and no doctor must deliver those words.

Since founding, Laura has advocated for hundreds of patients and dozens of facilities during 50+ unique drug shortage crises, connecting them to unused supply; used prediction and multi-stakeholder engagement to increase supply resulting in 700,000 patient shortage treatments accessed during 2 supply disruptions in 2022; built a network of champions and subject matter experts throughout the supply chain; launched SummitONE, the only supply chain conference in the US dedicated to drug shortages and the patients they impact; helped launch the End Drug Shortage Alliance (EDSA); invited to participate as a stakeholder in the NASEM drug shortages report, attended the White House drug shortages roundtable, and testified before congress.

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LEARNING OBJECTIVES

AFTER ATTENDING THIS PRESENTATION, ATTENDEES WILL LEARN TO:

- Discuss the patient perspective of drug shortage
- Determine how small incremental actions can lead to big global impact and change
- Analyze how patient advocacy can partner with healthcare to ensure access and end drug shortages
- Focus on shifting a competitive spirit into a collaborative spirit
- Build a patient centric culture
- List reasons, causes, challenges, and solutions to end drug shortages

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