

FALL CONFERENCE AGENDA



HOSPITAL SUPPLY CHAIN



OCTOBER 12-14, 2026

MONDAY OCTOBER 12

7:00am–7:00pm

SUPPLIER REGISTRATION

9:00am–11:00am

PROVIDER BREAKFASTS (BY INVITATION ONLY)

11:30am–4:00pm

PROVIDER REGISTRATION

This special Provider Registration is for all Hospital 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.

11:30am–4:00pm

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, all Providers and only 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 hotel which are available at your convenience.

2:00pm–2:30pm

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.

4:15pm–5:30pm

PROVIDER ORIENTATION & SPONSOR SPOTLIGHT

All Hospital 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.

5:30pm–6:00pm

WELCOME RECEPTION

6:00pm–8:00pm

VIP LOUNGE & HOSPITALITY SUITES

(Providers Only and Sponsors of the VIP Lounge)

Join us for the newest and most exclusive event of the conference, custom designed to maximize networking opportunities. Come to relax, enjoy chef prepared bites and specialty drinks, while connecting with your provider colleagues and event sponsors in a fun and casual atmosphere. This is the ideal place to unwind at the end of the first day!

Sponsored By:

cencora
Triose

HOSPITAL SUPPLY CHAIN



TUESDAY OCTOBER 13

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

BREAKFAST (ALL ATTENDEES)

8:00am–9:30am



OPENING REMARKS & KEYNOTE ADDRESS (ALL ATTENDEES)

THE BUCKET LIST LIFE - CREATE MORE EXPERIENCES, SHARE MORE STORIES, AND LIVE MORE FULFILLED

KENYON SALO

One of only five members on the Denver Broncos Thunderstorm Skydive Team, Kenyon Salo is seen each week flying into Broncos Stadium at 60+mph, ending with a soft tip-toe landing on the ten-yard line. With over 6000 skydives under his belt and travels that have taken him all around the world, he's determined to live life to the fullest and help others do the same.

Through his passions for adventure, storytelling, and connecting with people, he found a simple process to guide others on a path to what most of us crave - living a more fulfilled life. In this session, you'll receive actionable steps that will help you, both personally and professionally, to achieve anything you desire.

We hope you're as excited as we are and look forward to seeing you at the event soon!

LEARNING OBJECTIVES

- *How to Create More Experiences - Everything we do in this life is an experience. How we see the world, move about in this world and feel alive in this world. Experiences are about self. It's about creating your own experience, but also creating great experiences for others in your life, career and/or business.*
- *Encouragement to Share More Stories - Every company, organization and person has a powerful story. It's the ability to share that story with others in a way that people want to be around you, share with you in return and do business with you.*
- *Methods to Live More Fulfilled by Helping Others - Ultimately this is why we are on the planet. To help others, be of service and to make a difference. Helping others is about community.*

9:30am–9:45am

NETWORKING BREAK

9:45am–10:45am

EDUCATION SESSION

LEARNING OBJECTIVES

- TBD

HOSPITAL SUPPLY CHAIN



TUESDAY OCTOBER 13

11:00am–12:00pm



EDUCATION SESSION

FROM RFP TO SIGNATURE WITH LESS FRICTION: CLAUDE AI FOR THE CONTRACTING LIFECYCLE

KARL WRIGHT

Karl Wright is Director of Contracts & Value Analysis for Salem Health Hospitals and Clinics in Salem, Oregon. He has over 30 years of healthcare supply chain experience, specializing in contracting, value analysis, Lean/Kaizen methodology, inventory management, and logistics. Karl is an early contributor to healthcare value analysis methodology, with work published in Materials Management in Healthcare magazine.

Karl concurrently served 33 years in the U.S. Army and Army National Guard, supporting combat and humanitarian missions worldwide. He holds a B.S. in Economics from the University of Utah, an MBA from the University of Phoenix, and a Master of Strategic Studies from the U.S. Army War College. He lives in Salem, Oregon, with his wife, Launa, and their dog, Trooper.

LEARNING OBJECTIVES

- Map the leverage points by identifying the four points in the contracting lifecycle where AI removes friction without removing professional judgment.
- Redline with discipline to apply structured prompts to compare an agreement against a clause playbook and surface a risk-ranked list of deviations with suggested fallback language.
- Analyze RFPs and proposals by turning a lengthy request for proposal into a requirements-and-compliance matrix and score responses against consistent, stated criteria.
- Prepare to negotiate and build negotiation preparation – interests, a BATNA and ZOPA, objection handling and a concession plan – using AI as a sparring partner under appropriate confidentiality and review controls.

11:45am–1:00pm

LUNCH

12:15pm–1:15pm

LUNCH & LEARNS (BY ASSIGNMENT)

1:30pm–3:30pm



The Hospital Supply Chain Leaders and GPO Executives host the exhibit booths in this very unique **Reverse Expo**.

Sponsored By:

cencora
Triose

HOSPITAL SUPPLY CHAIN



TUESDAY OCTOBER 13

4:00pm–5:00pm



EDUCATIONAL SESSION

BEYOND THE TEXTBOOK: THE “REAL-WORLD” LEADERSHIP LESSONS THEY DON’T TEACH IN SCHOOL

JEFF WHITEHORN, MBA, LFACHE, ACC

Jeff Whitehorn is a healthcare leadership speaker, executive coach, and former 25- year hospital CEO who helps leaders strengthen culture, inspire teams, and lead with greater effectiveness in today’s demanding healthcare environment. Drawing from his experience leading hospitals, Jeff shares practical leadership lessons, real-world stories, and proven strategies that resonate with healthcare executives, physicians, and leadership teams.

Jeff spent more than two decades as a hospital CEO with HCA Healthcare, one of the nation’s largest healthcare systems. During his career he led complex healthcare organizations, developed leadership teams, and navigated the real-world challenges healthcare leaders face every day. His presentations combine relatable storytelling, humor, and actionable leadership insights that audiences can immediately apply in their organizations.

Jeff holds a Bachelor of Science degree from Lipscomb University in Nashville, Tennessee, and an MBA from the University of Alabama. He is a certified executive coach through the International Coaching Federation (ICF) and a certified facilitator through the Association for Talent Development (ATD). He is also a Lifetime Fellow of the American College of Healthcare Executives (ACHE).

After retiring from hospital leadership in 2017, Jeff founded Whitehorn Coaching & Consulting, where he now works with healthcare leaders and organizations across the country. His passion is helping leaders grow by sharing the lessons learned from decades in the CEO seat—insights that are rarely taught in classrooms but are essential for leadership success.

Jeff is the author of Leadership Treasure: 25 Bits of Gold Discovered From 25 Years as a CEO.

LEARNING OBJECTIVES

- *Anticipate the “Untaught” Obstacles: Identify the ten most common real-life leadership challenges that fall outside of traditional academic training and prepare a proactive response plan.*
- *Master the Leader’s “North Star”: Discover the #1 most important responsibility of a leader—the one task that determines the success or failure of the entire organization.*
- *Build a “Street-Smart” Toolbox: Develop a practical set of strategies and “on-the-ground” tips to maintain composure, clarity, and effectiveness when faced with unprecedented challenges.*



HOSPITAL SUPPLY CHAIN

Las Vegas
OCTOBER 12-14, 2026

JOIN US TUESDAY NIGHT FOR DINNER & ENTERTAINMENT AT

SOLEIA
LAS VEGAS

FEATURING DJ

WARREN
PEACE 

6:30PM - 9:30PM

Soleia (formerly Drai's), on top of the newly rebranded Vanderpump Hotel, 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 Soleia from 6:15pm-9:30pm.

SPONSORED BY:

SIPS





7:00am–12:30pm

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 Hospital Supply Chain Leaders and GPO Executives host the exhibit booths in this very unique **Reverse Expo**.

Sponsored By:

cencora
Triose