

Agenda
The Network of Purchasing Coalitions
November 8-9, 2010

November 8

1:00 p.m.

Welcome

Dan Nielsen

Founder
National Institute for Healthcare
Leadership

1:10 p.m.

The Evolution of Contracting Models

Darrel Weatherford

President/CEO
Consorta Inc.

Aim: This keynote presentation will set the tone for our time together over the course of the regional purchasing coalition seminar. We will look at where we've been, where we are and where we are headed.

1:40 p.m.

RPC Roundtable Discussion

Each RPC participant should come prepared to share with your colleagues (approximately 15 minutes) information related to the following items.

Jon Pruitt

Vice President
Texas Purchasing Coalition

- The compelling value a regional purchasing coalition brings to their hospitals/members
- The RPCs unique DNA and why their model is successful
- What is the GPOs role in their regional purchasing coalition?
- How does the regional purchasing coalition most effectively work with the suppliers?
- Their specific imperatives/goals for the next 2 years

Danny Blount

Director of Material Management
Cook Children's Medical Center

Tim Rezash

Vice President, Medical/Surgical
Contracting
Child Health Corporation of
America

Aim: This roundtable discussion provides each RPC executive participant the opportunity to share with and learn from respected, experienced healthcare executives throughout America in a non-competitive environment focusing on the issues and challenges of regional contracting from the RPC executive perspective and the impact on their respective organizations.

Mark S. Combs

Regional Vice President
Supply Chain Management
Mercy Health Partners

Steve Carpenter

Executive Director
Colonial Regional

Diane Ashley

President & CEO
Seagate Alliance, LLC

In addition, suppliers who are in attendance will have the opportunity to hear firsthand from every purchasing coalition their issues and challenges so they can better serve these them

and their needs.

2:30 p.m.	Break	All
2:45 p.m.	Roundtable Discussion (continued)	All
5:00 p.m.	Adjourn	
6:00 p.m.	Networking Reception	All

During the reception you will enjoy the opportunity to network with supply chain executives from both the provider and supplier communities throughout America. Building relationships will prove invaluable as you build a network of trusted individuals who will become valuable resources to you and your organization.

November 9

7:45 a.m.	Networking Breakfast	All
8:15 a.m.	Regional Purchasing Coalition Best Practice Aim: Mark Dozier, Director, Sourcing & Contracting for Mayo Clinic will share the Mayo model, focusing on strategies, results and lessons learned, and learning why their model has been successful and how they effectively work with suppliers and their GPO.	Mark Dozier Director, Sourcing & Contracting Mayo Clinic Upper Midwest CSC
9:15 a.m.	Best Practices of Regional Purchasing Coalition Partnerships. Aim: Sidney Hobbs will share information related to the success Medline, AROK and SESS have experienced in their work together while Tom Wilkinson and a team member from Scott & White will share information relative to the successful coalition they have developed together. There will be ample time for Q&A from supplier, RPC, GPO and provider executives.	Sidney Hobbs Vice President National Accounts Medline Tom Wilkinson Board Member UPPI Scott & White
10:00 a.m.	Break	All
10:15 a.m.	Best Practices of Regional Purchasing Coalition/Supplier partnerships (continued)	
11:00 a.m.	Working Effectively with GPOs Aim: During this panel discussion you will hear	Dee Ann Cross Director, Operations Novation

GPO purchasing coalition strategies and the most effective way to work with each of these organizations to receive maximum value. Ample time for question/answers will be provided.

Roger L. Nolan
Senior Vice President
Aspen Healthcare Metrics
MedAssets

12:00 p.m.

Networking Lunch

All

12:30 p.m.

Adjourn