

# FINAL PROGRAM

09

## HIGPA NATIONAL PHARMACY FORUM



HEALTH INDUSTRY GROUP  
PURCHASING ASSOCIATION



Healthcare Industry  
Supply Chain Institute



Ritz-Carlton Phoenix  
Phoenix, Arizona  
February 9-11, 2009



# **2009 HIGPA National Pharmacy Forum**

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**John VanEeckhout,  
Pharm.D.**

Vice President,  
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of America

# Welcome

On behalf of the Health Industry Group Purchasing Association (HIGPA) and the Healthcare Industry Supply Chain Institute (HISCI), we welcome you to the 2009 HIGPA National Pharmacy Forum.

This year, the Pharmacy Forum Steering Committee and staff have assembled an unrivaled program designed to bring you the latest information in the industry. Presented by experts in the field, the educational content and panels will expand your scope of knowledge while keeping you up-to-date on the latest developments.

This year's Forum highlights include a keynote address by Congressman John Shadegg (R-AZ), William McGivney speaking on *Oncology Drug Options and Developments*, an *Update on the Political Landscape* with Senator McCain's lead political pollster, Bill McInturff, and a session on *Comparative Effectiveness* with Emily Friedman, Independent Health Policy and Ethics Analyst. Don't miss the *Value of GPO Study Update* with Dr. Eugene Schneller or the session *Biosimilars: Barriers to U.S. Market Entry and Implications for Pharmacy Practice* with James Hoffman from St. Jude Children's Research Hospital, and the many other informative sessions relevant to current healthcare issues.

Thank you for attending the 2009 HIGPA National Pharmacy Forum, for supporting HIGPA and HISCI, and for making such a positive contribution to the industry.

Sincerely,



**Kim Kersten**  
**Forum Steering**  
**Committee Co-Chair**  
Executive Account  
Director,  
AstraZeneca  
Pharmaceuticals, LP



**Fred J. Pane, R.Ph.,**  
**B.S. Pharmacy**  
**Forum Steering**  
**Committee Co-Chair**  
Senior Director of  
Pharmacy Affairs  
and New Business  
Development  
Premier, Inc.



# Schedule of Events

*An official name badge is required for attendance at all National Pharmacy Forum educational sessions and networking events.*

*Business/casual attire is recommended for all sessions and receptions.*

## Monday, February 9

9:00 a.m. – 5:00 p.m.

### **Registration Open**

*Salon 1 Foyer*

11:30 a.m. – 1:00 p.m.

### **HIGPA Pharmacy Committee Meeting**

(Closed Session)

*Promenade Room*

1:15 p.m. – 1:30 p.m.

### **Welcome Remarks**

*Salon 1 & 2*

#### **Rand Ballard,**

Chair, HIGPA

#### **Darrel Weatherford,**

Chair, HISCI

1:30 p.m. – 2:30 p.m.

### **Keynote Speaker**

*Salon 1 & 2*

U.S. Congressman **John Shadegg**

(R-AZ), Serving the 3rd District of Arizona

Congressman John Shadegg (R-AZ) provides this important keynote presentation from his unique perspective as a leading member of the United States House of Representatives, Committee on Energy & Commerce, and Subcommittee on Health. Learn from this Washington insider what he sees as the critical

healthcare issues taking shape in the 111th Congress and the first 100 days of the Obama Administration as well as the prospects for healthcare reform.

2:30 p.m. – 3:00 p.m.

### **Break**

*Salon 1 Foyer*

3:00 p.m. – 4:30 p.m.

### **Panel on GS1 Traceability Issues and Pedigree**

*Salon 1 & 2*

**Kevan MacKenzie**, Senior Solutions Analyst, McKesson Pharmaceutical

**Joe Pleasant**, Senior Vice President & CIO, Premier, Inc. and HIGPA Committee for Healthcare eStandards (CHeS) Member

**Marjorie Powell, Esq.**, Senior Assistant General Counsel, PhRMA

**Moderator: Peter Spellman**, Co-Founder and Senior Vice President, Products and Services, SupplyScape Corporation

This exciting panel of industry experts will discuss crucial GS1 traceability and pedigree issues. Get a 360 degree view of the issue as multiple viewpoints, including the wholesaler, manufacturer, and GS1 member perspectives, are shared. Discussion topics include: drug importation, serialization, modifications to e-Pedigree requirements at the state and federal levels, Trade Partner Management, an end-user case study, and much more.

*Note to the Press: The National Pharmacy Forum educational sessions are for the benefit of paid attendees. These sessions are not considered press conferences, and we respectfully request that members of the press refrain from asking questions from the floor until attendees have had an opportunity to do so.*



4:45 p.m. – 5:45 p.m.

**Value of GPO Study Update**

*Salon 1 & 2*

**Eugene Schneller, Ph.D.**

Professor, Director, Health Sector Supply Chain Management and Policy, W.P. Carey School for Business, Arizona State University

Dr. Schneller will report preliminary findings on a national study of hospitals regarding the value GPOs bring to supply chain excellence. The data examines the ways GPOs affect transaction costs, efforts associated with strategic sourcing and contracting, and the match between hospital expectations for GPO utilization and GPO achievements. Findings are assessed in relation to hospital size, ownership status, level of centralization, and reported savings.

5:45 p.m. – 7:15 p.m.

**Welcome Reception**

*Salon 3*

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**Tuesday, February 10**

7:00 a.m. – 5:00 p.m.

**Registration Open**

*Salon 1 Foyer*

7:00 a.m. – 8:00 a.m.

**Breakfast**

*Salon 3*

8:15 a.m. – 9:15 a.m.

**IMS Health Update**

*Salon 1 & 2*

**Douglas Long**, Vice President of Industry Relations, IMS Health

**Robert Hunkler**, Director of Professional Relations, IMS Health

Delve into the ongoing changes within the pharmaceutical world with a focus on the hospital market. Doug Long and Robert Hunkler will provide an overview of the global landscape and recap the performance of the U.S. market. Issues that impact the market, such as Medicare Part D, new product approvals, safety, and rising co-pays will also be addressed.

9:30 a.m. – 10:30 a.m.

**Getting Ahead of the Curve: What the FBI Is Doing to Combat Pharmaceutical Fraud and Trafficking**

*Salon 1 & 2*

**FBI Special Agent Spencer**

**Evans**, San Diego Division of the FBI

Join us for an overview of the FBI's strategy to investigate and prosecute individuals and organizations that illegally manufacture, market, and sell pharmaceuticals through the Internet.

10:30 a.m. – 11:00 a.m.

**Break**

*Salon 1 Foyer*



## Schedule of Events *(continued)*

11:00 a.m. – 12:30 p.m.

### **Panel on Reimbursement**

*Salon 1 & 2*

**Danielle Lloyd**, Senior Director, Reimbursement Policy, Premier, Inc.

**Perry Bridger**, Vice President, Avalere Health, LLC

**Moderator: Fred Pane**, Senior Director of Pharmacy Affairs and New Business Development, Premier, Inc.

Our panel of experts will give an overview of pertinent hospital reimbursement issues in the face of a new political landscape. Panelists will discuss various topics such as OPPS reimbursement, IPPS capital cuts, as well as the hospital acquired conditions, pay for reporting/ performance, gainsharing, and evidence-based compendia for prescribing. Further topics of discussion will include the current and proposed changes to inpatient and outpatient reimbursement plus other important issues.

12:30 p.m. – 1:30 p.m.

### **Lunch**

*Salon 3*

1:45 p.m. – 2:45 p.m.

### **Update on the Political Landscape**

*Salon 1 & 2*

**Bill McInturff**, Political Pollster, Partner and Co-Founder of Public Opinion Strategies (POS)

Bill McInturff is actively engaged in American politics and was the lead pollster for John McCain 2008. He has conducted groundbreaking research on

Medicare reform, creating Social Security private retirement accounts, juvenile justice reform, genetic testing, school choice, tort reform, healthcare policy, and a host of other policy issues.

2:45 p.m. – 3:15 p.m.

### **Break**

*Salon 1 Foyer*

3:15 p.m. – 4:15 p.m.

### **Oncology Drug Options and Developments**

*Salon 1 & 2*

**William McGivney, Ph.D.**, CEO, National Comprehensive Cancer Network (NCCN)

Enhance your knowledge of oncology drug options as our expert speaker discusses the range of steering forces (economic, clinical, political) that are changing the way we make therapy decisions. These forces will, in turn, impact how we add drugs to the formulary and manage our supply chain and revenue cycle.

4:30 p.m. – 5:30 p.m.

### **Medication-Use Automation: Looking Back, Looking Around, Looking Ahead**

*Salon 1 & 2*

**Mark Neuenschwander**, President, The Neuenschwander Company

This lively discussion will explore medication-use automation in general and bar-code point-of-care technology in particular. Mark Neuenschwander will provide a complete look at the current situation and address questions such as: Where are we? How did we get here? Where are we headed?



5:30 p.m. – 7:00 p.m.

**Reception**

*Terrace Room*

9:15 a.m. – 9:45 a.m.

**Break**

*Salon 1 Foyer*

Wednesday, February 11

7:00 a.m. – 11:30 a.m.

**Registration Open**

*Salon 1 Foyer*

9:45 a.m. – 10:45 a.m.

**Biosimilars: Barriers to U.S. Market Entry and Implications for Pharmacy Practice**

*Salon 1 & 2*

**James M. Hoffman**, Pharm.D.,

M.S., B.C.P.S., Medication Outcomes & Safety Officer,  
St. Jude Children's Research Hospital

7:00 a.m. – 8:00 a.m.

**Breakfast**

*Salon 3*

Biologics are innovative drug therapies and are consistently among the top expenditures for hospitals and clinics. Patents are starting to expire for some biologics, but there is currently no abbreviated approval pathway in the U.S. for these products. This session will focus on the status of biosimilar biologics (also called “follow-on biologics”) as well as the outlook for further legislative action. Hear James Hoffman describe the clinical and economic impact of biologic drug therapies as well as identify barriers to the widespread commercialization of biosimilar biologics to the U.S. market.

8:15 a.m. – 9:15 a.m.  
**Comparative Effectiveness: A Model, a Metaphor, or a Muddle?**

*Salon 1 & 2*

**Emily Friedman**, Independent Health Policy and Ethics Analyst

Most safety and effectiveness information is based on research that compares a drug or device against a placebo, a necessary condition for Food and Drug Administration (FDA) approval. This does not, however, provide information as to the safety and effectiveness of the treatment compared to other therapies. As a result, healthcare providers often do not have information on whether a new technology is actually better than an existing diagnostic or therapy or what is the best medical option for the care of the patient. Currently, private organizations conduct some comparative research. These efforts, however, are fragmented, overlapping, and the information is not always widely disseminated.



11:00 a.m. – 12:00 Noon

**HIGPA Pharmacy Committee Report and GPO Pharmacy Panel**

*Salon 1 & 2*

**Fred Pane**, Senior Director of Pharmacy Affairs and New Business Development, Premier Inc.

**John VanEeckhout**, Pharm.D., Vice President, Clinical Services, Child Health Corporation of America

**John Fry**, Clinical Director of Pharmacy, Consorta, Inc.

**Mick Hunt**, Vice President, Contract and Program Services, Novation, LLC

**Gary Freeman**, Vice President, Pharmacy, Amerinet, Inc.

**Moderator: Ron Hartmann**, Pharm.D., Senior Vice President, Pharmacy, MedAssets Supply Chain Systems and Chair, HIGPA Pharmacy Committee

This panel of GPO pharmacy leaders reports on committee actions including past accomplishments, current initiatives, and future endeavors.

12:00 Noon – 12:15 p.m.

**Closing Remarks**

*Salon 1 & 2*

**Curtis Rooney**, President, HIGPA and HISCI

12:15 p.m.

**Adjournment**

12:30 p.m. – 2:00 p.m.

**HIGPA Pharmacy Forum Steering Committee Meeting**  
(Closed Session)

*Promenade Room*

*Please note that HIGPA reserves the right to alter the content or replace speakers at any time.*

## Continuing Education Credits



Attendees will be awarded a Pharmacy Continuing Education Activity (1.0 contact hour) for attending each approved session. Premier, Inc. is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education.

In order to receive your certificates, you must attend the entire presentation and complete an evaluation form which must be submitted to a HIGPA staff member on site.

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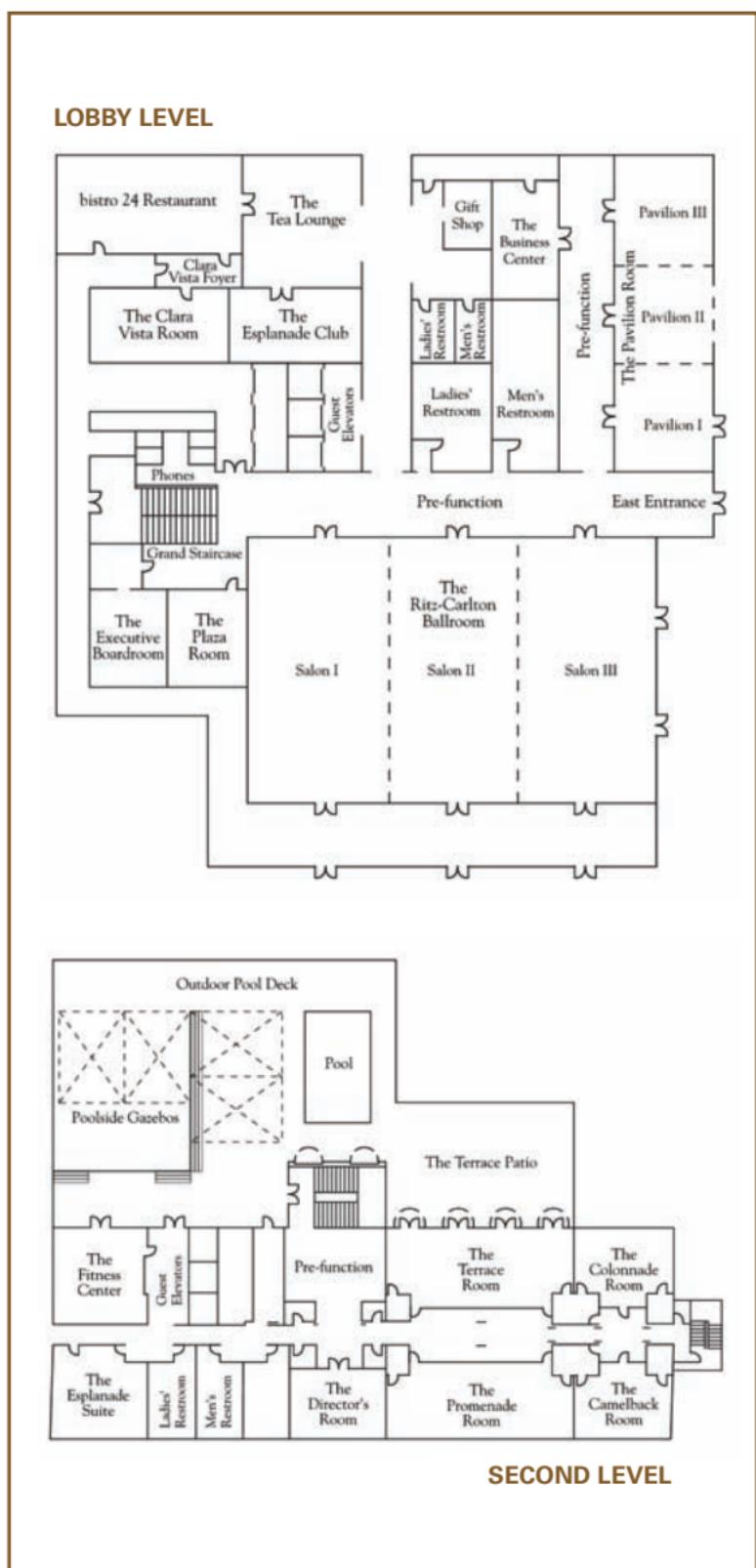
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*We gratefully acknowledge our sponsors' contributions to the enhancement of the educational programs and wish all to know that the opinions expressed by the assembled speakers do not necessarily represent the views of any of the sponsoring organizations, their employees, or their management.*

# Floor Plan



# HIGPA and HISCI Leadership



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# Our Members

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## Speaker Bios

**Perry Bridger** is Vice President and Director of the Reimbursement Practice at Avalere Health. Avalere is a leading advisory company focused on business strategy and public policy. It serves a diverse client base, which includes Fortune 500 healthcare technology companies, federal government agencies, and major medical foundations.

Special Agent **Spencer Evans** entered on duty with the Federal Bureau of Investigation in June 2004. He currently works in the San Diego Division of the FBI, where he is responsible for investigating complex pharmaceutical trafficking cases.

**Gary Freeman**, MBA, has been in his role as Vice President of Pharmacy with Amerinet for over two years. Prior, he served more than eight years as the Director of the Pharmacy Program for AllHealth, a regional GPO. He has significant hospital experience serving as the pharmacy director in several hospitals in the Philadelphia, PA, area and has worked for several information technology companies as well as in the information services department of a large multi-hospital organization.

**Emily Friedman** is an independent writer, lecturer, and health policy and ethics analyst based in Chicago. She is contributing editor of *Hospitals & Health Networks* and contributing writer for the *Journal of the American Medical Association, Health Progress*, and other periodicals.

**John Fry**, R.Ph., is the Director of Clinical Pharmacy Services at Consortia. He received his training at and is a graduate of the University of Illinois. John has spent numerous years in a variety of roles in pharmacy practice. His experience includes staff and management in acute care, hospital-based outpatient care, retail chain store, and approximately 10 years in various group purchasing roles.

**Ron Hartmann**, Pharm.D., is Vice President of the Pharmacy Division of MedAssets Supply Chain Systems, which partners with healthcare providers to improve operating margins and cash flow while supporting quality of care goals.

**James Hoffman**, Pharm.D., M.S., is the Medication Outcomes and Safety Officer in the Pharmaceutical Department at St. Jude Children's Research Hospital in Memphis, TN. In his position, Hoffman leads medication use policy, medication safety, and research pharmacy services at St. Jude. He received a Bachelor of Science in Pharmacy and Doctor of Pharmacy degrees from the Philadelphia College of Pharmacy.

**Robert Hunkler** is the Director of Professional Relations at IMS Health, the world's leading provider of information solutions to the pharmaceutical and healthcare industries. His role in the organization focuses on serving as a liaison to healthcare professionals and academic researchers.



**Mick Hunt** is currently Vice President of Pharmacy with Novation, LLC. Prior to joining Novation in 1998, he was Director of Pharmacy at the University of Kentucky Hospital and Associate Professor and Assistant Dean in the University of Kentucky College of Pharmacy for nine years. He holds an MBA degree from the Lake Forest Graduate School of Management.

**Danielle Lloyd**, MPH, is the Senior Director for Reimbursement Policy at Premier, Inc., a 2006 Malcolm Baldrige National Quality Award recipient. Owned by nearly 850 not-for-profit hospitals, Premier operates one of the leading healthcare purchasing networks and the nation's most comprehensive repository of hospital, clinical, and financial information.

**Doug Long** is Vice President of Industry Relations at IMS Health, the world's largest pharmaceutical information company. IMS Health offers services to the pharmaceutical industry in over 101 countries around the globe. Doug has been with IMS Health since 1989.

**Kevan MacKenzie**, MBA, is a Senior Solutions Analyst and Six Sigma Blackbelt in the Business Technology Solutions group at McKesson Pharmaceutical. His responsibilities include McKesson's initiatives in serialization and pedigree, radio frequency identification, electronic product code, and supply chain security. He also works as a business technology liaison with Corporate Government Affairs.

**William T. McGivney**, Ph.D., is Chief Executive Officer of the National Comprehensive Cancer Network (NCCN). At the NCCN, Dr. McGivney is responsible for the development of NCCN strategies and programs aimed at improving the quality of cancer care available to patients in need.

**Bill McInturff** is a Partner and Co-Founder of Public Opinion Strategies, a national political and public affairs survey research firm. Since its founding in 1991, the firm has completed more than four million interviews with voters and consumers in all fifty states and over a dozen foreign countries, and conducted more than 3,500 focus groups. Called by *The New York Times*, "the leading Republican polling company," Public Opinion Strategies currently represents nineteen U.S. Senators, eight governors, and over 50 members of Congress.

**Mark Neuenschwander**, of Bellevue, Washington, is considered by many as the world's leading expert in the field of drug dispensing automation and barcode point-of-care systems. He is best noted for *The Neuenschwander Reports*, the latest of which is entitled *To The Bedside 2: An Expanded Review of Bar-Code Point of Care Solutions*.

**Fred Pane**, R.Ph., B.S. Pharmacy, Senior Director of Pharmacy Affairs and New Business Development for Premier, Inc., is responsible for coordinating the Oncology Drug Portfolio with the Premier Oncology Taskforce and oncology product line management, political advocacy, reimbursement and revenue cycle



enhancement, and developing economic (ROI) models around medications, devices, and the patient care environments in which they are utilized. Pane also works with pharmaceutical companies to forecast drugs in the investigational pipeline.

**Joseph M. (Joe) Pleasant**, FHIMSS, is Chief Information Officer and Senior Vice President of Premier, Inc., the largest healthcare alliance in the United States, with an estimated annual purchasing volume in excess of \$31 billion and more than 200 healthcare systems that own or operate some 850 institutions. Premier also has affiliations with another 900 hospitals.

**Marjorie E. Powell**, Esq., is Senior Assistant General Counsel at the Pharmaceutical Research and Manufacturers of America (PhRMA), a trade association for research-based pharmaceutical companies. At PhRMA, her current responsibilities focus on state legislation related to the distribution of, and reimbursement for, prescription drugs, including identifying major legal hurdles to implementation or resulting from possible implementation of proposed state legislation.

**Eugene S. Schneller** earned his Ph.D. at New York University. He holds an honorary physician assistant (PA) degree from Duke University. Schneller's consulting efforts at Health Care Sector Advances bring the most recent strategic thinking into practice for hospitals, GPOs, and other supply chain

organizations. He is Professor and Former Director, School of Health Administration and Policy, College of Business, Arizona State University and former Director of the Division of Health Administration and Policy in the Arizona College of Public Health.

U.S. Congressman **John Shadegg** (R-AZ) has represented Arizona's Third Congressional District since 1994. He has worked to promote greater choice, ownership, and portability in health insurance. His two bills – the Patients' Health Care Reform Act and the Health Care Choice Act – offer comprehensive, free-market solutions to the rapidly rising cost of healthcare by allowing individuals to choose a healthcare plan that best meets their needs.

**Peter Spellman** focuses on the practical application of RFID in the pharmaceutical industry, which has resulted in new, effective approaches to drug product integrity and supply chain security. Over the past five years, Peter architected standards-based innovative solutions including the RFID EPC Authentication service now used nationwide for Viagra and the universal electronic pedigree solution, which is being adopted across the supply chain by pharmaceutical and biotech companies, wholesalers, and pharmacies.



**John VanEeckhout**, Pharm.D., joined Child Health Corporation of America (CHCA) in 2000. He is responsible for maintaining and facilitating the clinical relationships between CHCA and the owner hospitals' Pharmacy Directors Forum, Home Care Directors Forum, and Pharmacy Buyer Forum. He is also responsible for

developing and facilitating clinical relationships between the pharmaceutical manufacturers and the forum member to assist owner hospitals to assess and improve pediatric pharmaceutical care.

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# HIGPA Mission and Vision

## Defining Our Purpose

The Health Industry Group Purchasing Association's mission is comprised of:

### Advocacy

We work collaboratively with all legislative and regulatory authorities to insure fair and efficient procurement practices in an open and competitive market within the health industry.

### Education

We provide educational opportunities designed to improve efficiencies in the purchase, sale, and utilization of all goods and services within the health industry.

### Ethics

We uphold the ethical conduct of business practices within the industry.

### Information

We enhance the awareness of our members' efforts to support the delivery of high-quality, cost-effective healthcare.

### Liaison

We promote meaningful dialogue between health industry organizations engaged in group purchasing and other industry entities on issues of mutual interest.

## Our Vision: Preparing for the Future

As one of the nation's leading healthcare trade associations, HIGPA strives to have a long-term, positive impact. All of our efforts are focused on realizing our vision for tomorrow. We envision a world in which:

- An open forum exists for the exchange and promotion of best practices in the non-labor cost side of healthcare and for the exploration of complex issues in healthcare cost control.
- Cost-efficient, high-quality healthcare is more widely available.
- Innovative approaches flourish while standards of practice and excellence are maintained in the healthcare products market.
- Free market dynamics for healthcare products are maintained.
- Beneficial and legally allowable cooperation is not disrupted by the proprietary interests of industry competitors.
- HIGPA is an acknowledged national leader in speaking for and shaping the field of healthcare purchasing. HIGPA is a leader in providing educational and networking opportunities to our members.

## Our Values

Identifying our guiding principles to accomplish our mission and realize our vision, we adhere to these values:

### Responsibility

Our activities ultimately focus on benefiting the patient.

### Responsiveness

We actively communicate with our members.

### Quality

We provide high-quality products and services to members and other customers that represent a powerful return on their investment of membership dues and fees.

### The Power of Information

We take the lead in information collection, analysis, and dissemination and in education aimed at enhancing members' competitiveness.

### Neutrality

We provide a neutral forum for the exploration of healthcare cost issues and of legally acceptable buyer-seller cooperation, integrity, honesty, and credibility.

### Advocacy

We take a leadership role in shaping national policy on behalf of our members.

### Fair Competition

We contribute to the maintenance of an open, competitive market.

### Innovation

We look for product and service development, improvement, and delivery.

### Courage

We take positions on sensitive and potentially controversial issues.

### Institutional Leadership

We strive to be a model of exemplary practice for other trade associations.



# HIGPA Antitrust Policy

The Health Industry Group Purchasing Association (HIGPA) has throughout its existence followed a rigorous program of compliance with the Sherman Act and other antitrust statutes. This policy statement provides a reference for members of HIGPA and others who attend Association functions. All who attend HIGPA meetings should read and understand this statement.

Adherence to the guidelines below will avoid potential violations by individuals, member firms, and HIGPA itself. Violations of the antitrust laws are serious criminal violations, punishable by jail terms and substantial monetary fines, as well as treble damage civil penalties.

HIGPA is committed to full compliance with the antitrust laws. The guidelines set forth below have been established by the Board of Directors to prevent any possibility of violation.

## I. SUBJECTS WHICH MAY NOT BE DISCUSSED

Any agreement as to price among competitors is a violation of the Sherman Act, regardless of the reasonableness of the price set or whether the agreement is to raise, lower, peg, or stabilize price levels. It follows that any discussion of price or price levels at Association meetings is not permitted. An Association meeting is any meeting of the Board of Directors or any other group of members convened by the Association to conduct Association business. It does not include trade or vendor exhibits or shows that may be arranged in conjunction with an Association meeting. This includes any discussion of prices of products, supplies, or service. Similarly, there must be no discussion of any elements of company operations which might influence price, such as:

- a) Company costs of operations, supplies, or services;
- b) Allowances or discounts;
- c) Terms of sale;
- d) Margins;
- e) Plans of individual companies concerning production, distribution, or marketing of particular products; and
- f) Changes in industry production, capacity or inventories, except historical data.

Any agreement not to compete among business firms also violates the antitrust laws. Accordingly, no discussion of division of territories or customers, or limitation on nature of business, may be

held at any HIGPA function. Joint refusals to deal (boycotts) are likewise unlawful, and no discussions related to this practice are permitted. Included within this prohibition are any discussions of black lists and any unfavorable reports involving particular suppliers.

## II. MEETINGS

These standards apply to all Board, Executive Committee, Committee, and all other meetings sponsored by HIGPA and all meetings attended by HIGPA members in that capacity. The agenda should be strictly followed; there must be no deviations, particularly in so far as subjects described in Item 1, above, might be discussed. During meetings, participants should conduct themselves as though the meeting were open to the public. Minutes of each meeting should be prepared by a designated secretary or staff member, and made available to all in attendance following the meeting.

In the case of HIGPA-sponsored meetings, HIGPA staff or a member of the Executive Committee will be in attendance at all times. HIGPA's Chairman and/or President may direct that legal counsel shall attend certain meetings.

Informal meetings between or among competitors can be dangerous from a legal standpoint. HIGPA urges its members to conduct any such meetings in strict adherence to these guidelines.

If counsel announces that a particular question, statement, or discussion at a meeting borders on an area of antitrust sensitivity, the discussion will end immediately. If anyone in attendance at a HIGPA meeting has a question about whether a discussion is proper or not, the question should be raised immediately and counsel will determine whether the discussion should be terminated. If counsel is not present, the attendee should request the HIGPA Chairman and/or President to end the discussion until legal advice can be obtained; if the discussion is not ended, the participant should leave the meeting.

While it is impossible to cover every contingency that might arise, it is essential that all HIGPA members and staff have at least a basic understanding of the Federal Antitrust Laws. These guidelines are offered as part of HIGPA's commitment of maintaining healthy competition necessary to a strong business community.



Healthcare Industry  
Supply Chain Institute

## Improving Efficiencies within the Healthcare Supply Chain

The Healthcare Industry Supply Chain Institute (HISCI) is a collaborative association that represents the entire healthcare supply chain, including suppliers, manufacturers, providers, and group purchasing organizations.

HISCI is dedicated to improving and increasing efficiencies within the healthcare supply chain through best practice sharing, education, and networking. It is the only organization that brings together all elements of the supply chain to help improve the healthcare industry.

The HISCI promise to its members is to be a 'performance improvement' organization. The Institute provides a solution-centered forum where healthcare providers can interact with suppliers, manufacturers, distributors, and group purchasing organizations to focus on the root causes of healthcare supply chain inefficiencies by participating in collaborative supply chain analysis and developing specific education and training offerings based upon those findings.

**Become a HISCI member!**  
Visit [www.hisci-net.org](http://www.hisci-net.org) for more information.

A photograph of the U.S. Capitol building in Washington, D.C., taken at dusk or night. The dome is brightly lit, and the surrounding buildings and trees are visible against a dark sky.

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**HIGPA**  
INTERNATIONAL  
*EXPO*

Save the Date!

**2009 HIGPA INTERNATIONAL EXPO**

OCTOBER 21–23, 2009

Grand Hyatt

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Registration opens in May

[www.higpa.org](http://www.higpa.org)