Welcome to Expo!

On behalf of HSCA and HISCI, we would like to welcome you to Washington, DC for the 2015 Healthcare Supply Chain Expo. Over the next few days you will have opportunities to build and strengthen your business relationships, hear industry updates, and learn about emerging trends.

If you haven’t already done so, remember to download the 2015 Expo App, your electronic resource for scheduling and networking throughout the event. Access the app for event information, speaker slides, an attendee directory, and more!

New this year, we are excited for our Sink or Swim Innovation Challenge, modeled after the hit television show Shark Tank. Every vote counts as five supplier companies showcase their innovations for the chance for valuable, direct meetings with major GPOs. In addition to our new offerings, this year’s Expo also features our annual Reverse Tradeshow and The State of the Industry: Perspectives from GPO Executives, as well as a two-part IDN Executive Series.

Please stop by the registration desk if you have any questions throughout the conference. Thank you for joining us in Washington, and enjoy your time here.

Sincerely,

Todd Ebert
President and CEO
Healthcare Supply Chain Association (HSCA)

Amy Rhine-Pallas
Chair, Board of Directors
Healthcare Industry Supply Chain Institute (HISCI)

2015 Expo Steering Committee

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Jocelyn Bradshaw
HealthTrust Purchasing Group

Dennis Daar
Medical Strategies International, LLC

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Jessica Wells
Novation
### Schedule at a Glance

#### SUNDAY, OCTOBER 4
- **3:00 pm – 6:00 pm** Registration Open Capitol Registration Desk
- **6:00 pm – 7:00 pm** HSCA and HISCI Member Reception 12th Floor Terrace

#### MONDAY, OCTOBER 5
- **7:00 am – 5:30 pm** Registration Open Capitol Registration Desk
- **9:00 am – 10:00 am** HISCI Member Meeting Capitol Ballroom Salon E
- **10:00 am – 11:00 am** First-Time Attendee Welcome and Orientation Grand Ballroom Salon I-III
- **11:00 am – 11:15 am** Welcome and Opening Remarks Grand Ballroom Salon I-III
- **11:15 am – 12:00 pm** Opening Keynote Session with Bob Schieffer Grand Ballroom Salon I-III
- **12:00 pm – 1:15 pm** Networking Lunch Capitol Ballroom Foyer See p. 7 for locations
- **1:15 pm – 1:45 pm** Reverse Tradeshow (Open to HISCI Members) See p. 13 for locations
- **1:15 pm – 1:45 pm** Private Business Meetings for Non-HISCI Members
- **1:45 pm – 3:15 pm** Reverse Tradeshow (Open to All) See p. 13 for locations
- **3:15 pm – 4:30 pm** General Session: IDN Executive Series Part 1 Grand Ballroom Salon I-III
- **4:30 pm – 4:45 pm** Coffee Break Capitol Ballroom Foyer
- **4:45 pm – 5:45 pm** General Session with Cynthia Schnedar, FDA Capital Ballroom Salon E-F
- **6:00 pm – 7:00 pm** Board Chairs’ Welcome Reception Penn Avenue Terrace

#### TUESDAY, OCTOBER 6
- **7:00 am – 5:30 pm** Registration Open Capitol Registration Desk
- **8:00 am – 9:15 am** Networking Breakfast Capitol Ballroom Foyer
- **8:00 am – 9:15 am** GPO Showcases See p. 8 for locations
- **9:15 am – 10:00 am** General Session: Sink or Swim Overview with Leslie Wainwright Grand Ballroom Salon II-IV
- **10:00 am – 10:15 am** Coffee Break Capitol Ballroom Foyer
- **10:15 am – 11:45 am** Sink or Swim Competition Grand Ballroom Salon I-III
- **11:45 am – 1:15 pm** Networking Lunch Capitol Ballroom Foyer, Capital Ballroom Salon I-III
- **1:15 pm – 1:45 pm** Reverse Tradeshow (Open to HISCI Members) See p. 13 for locations
- **1:15 pm – 1:45 pm** Private Business Meetings for Non-HISCI Members
- **1:45 pm – 2:45 pm** Reverse Tradeshow (Open to All) See p. 13 for locations
- **2:45 pm – 4:00 pm** General Session: IDN Executive Series Part 2 Grand Ballroom Salon I-III
- **4:00 pm – 4:15 pm** Coffee Break Capitol Ballroom Foyer
- **4:15 pm – 5:15 pm** General Session: The Power of Collective Change: Embracing Employee Wellness and Sustainability Grand Ballroom Salon II-IV
- **5:15 pm – 6:15 pm** Evening Reception 12th Floor Terrace

#### WEDNESDAY, OCTOBER 7
- **7:00 am – 10:30 am** Registration Open Capitol Registration Desk
- **8:00 am – 9:00 am** Networking Breakfast Capitol Ballroom Foyer
- **9:00 am – 10:00 am** General Session: Bellwether League: Innovation as a Response to Increased Competition Grand Ballroom Salon III-IV
- **10:00 am – 10:15 am** Coffee Break Capitol Ballroom Foyer
- **10:15 am – 11:15 am** The State of the Industry: Perspectives from GPO Executives Grand Ballroom Salon III-IV
- **11:15 am – 11:30 am** Closing Remarks Grand Ballroom Salon III-IV

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On occasion, a photographer may take photos of attendees at the Healthcare Supply Chain Expo. Please be aware that these photos may appear in HSCA and/or HISCI brochures, programs, publications, websites, or other materials. A recording of all sessions will also take place at Expo, and the recordings may include the questions from audience members. Your attendance at the Expo constitutes your permission and consent for both the photography and session recordings.
The Buyer’s Guide for Pharmacy Management

Known as the “Yellow Pages of Pharmacy,” the Pharmacy Platinum Pages is published annually and serves the profession as a high-quality and relevant buyer’s guide. The 2016 Pharmacy Platinum Pages will feature more than 350 company profiles and enhanced company sponsorships.
Schedule of Events

SUNDAY, OCTOBER 4

6:00 pm – 7:00 pm
HSCA and HISCI Member Reception

Sponsored by Cardinal Health
12th Floor Terrace

MONDAY, OCTOBER 5

9:00 am – 10:00 am
HISCI Member Meeting
Capitol Ballroom Salon E

10:00 am – 11:00 am
First Time Attendee Welcome and Orientation
(first time attendees only)
Grand Ballroom Salon IV

Presenters: Dennis Daar, Managing Partner, Medical Strategies International, LLC; Pam Letendre, Strategic Account Manager Healthcare Services, Henry Schein; Jessica Wells, Director, Supplier Relations, Novation LLC

Learn about the high-level networking and educational offerings available at Expo, as well as tips on how to make the most out of your stay in Washington, DC. Interested individuals may participate in a guided walk-through of the Expo meeting space at the conclusion of the session.

11:00 am – 11:15 am
Welcome and Opening Remarks
Grand Ballroom Salon I-III

Presenter: Todd Ebert, President and CEO, HSCA

11:15 am – 12:00 pm
Opening Keynote Session: Political Outlook from a Washington Insider with Bob Schieffer

Sponsored by Premier

Grand Ballroom Salon I-III

Presented by Bob Schieffer, Former Moderator of Face the Nation and Former CBS News Chief Washington Correspondent

Bob Schieffer is one of the most knowledgeable and respected journalists in the nation. With a unique style that NPR calls “equal parts folksy inquisitor and experienced political insider,” he offers an insightful look at today’s political climate as told through insider stories about how politicians operate behind the scenes. Named a “Living Legend” by the Library of Congress, Schieffer harnesses his enduring appeal as he shares what he’s learned about politics and elections during more than five decades on the job.

12:00 pm – 1:15 pm
Networking Lunch
Capitol Ballroom Foyer

12:00 pm – 1:15 pm
GPO Showcases
Amerinet: Capitol Ballroom Salon E | Novation: Capitol Ballroom Salon F

Amerinet and Novation will present informational updates that pertain to suppliers in 30 minute segments. Showcases will be repeated in the second half hour, allowing you to attend both showcases during this session.

12:00 pm – 12:30 pm
GPO Showcase Session 1

12:45 pm – 1:15 pm
GPO Showcase Session 2

1:15 pm – 1:45 pm
Reverse Tradeshow (Open to HISCI Members)
Various Meeting Rooms (see page 13 for specific locations)

The Reverse Tradeshow is an opportunity for GPOs and IDNs to meet with their supplier partners. The tradeshow’s goal is to strengthen the relationships of all parties and facilitate the sales process.

1:15 pm – 1:45 pm
Private Business Meetings for Non-HISCI Members

1:45 pm – 3:15 pm
Reverse Tradeshow (Open to All)
Various Meeting Rooms (see page 13 for specific locations)

3:15 pm – 4:30 pm
General Session: IDN Executive Series: Part 1
Grand Ballroom Salon I-III

Moderated by Dennis Daar, Managing Partner, Medical Strategies International, LLC

Presenters: Ed Bonetti, Vice President, Supply Chain Services, University of Massachusetts Memorial Health Care; Nate Mickish, Senior Director, Non Acute Care Services, Supply Chain Management, Texas Health Resources; Allen Passerallo, MBA, ATC, Senior Director, Strategic Sourcing, Cleveland Clinic; and Lisa Thakur, CPA, MBA, FACHE, FHFMA, Corporate Vice President, Clinical and Support Services, Scripps Health

IDN executives will discuss the role of IDNs in forming successful relationships with suppliers. Panelists will focus on best practices for improving efficiency and innovation in the industry and how to work within the GPO contracting umbrella.

4:30 pm – 4:45 pm
Coffee Break
Schedule of Events (cont.)

4:45 pm – 5:45 pm
General Session: Combating the Drug Shortage Crisis from the FDA Perspective
Capitol Ballroom Salon E-F
Presented by Cynthia Schnedar, JD, Director Office of Compliance, U.S. Food and Drug Administration
Drug shortages continue to rise in the US and have a significant impact on patients and healthcare providers. This session will explore the current status of drugs shortages and their impact on the supply chain. Hear from the frontlines of the FDA on their efforts to reduce drug shortages in the supply chain.

6:00 pm – 7:00 pm
Board Chairs’ Welcome Reception
Sponsored by Provista
Penn Avenue Terrace

TUESDAY, OCTOBER 6

8:00 am – 9:15 am
Networking Breakfast
Capitol Ballroom Foyer

8:00 am – 9:15 am
GPO Showcases
MedAssets: Capitol Ballroom Salon F | Premier, Inc.: Capitol Ballroom Salon I
Provista: Capitol Ballroom Salon E
MedAssets, Premier, Inc., and Provista will present informational updates that pertain to suppliers in 30 minute segments. Showcases will be repeated in the second half hour.

8:00 am – 8:30 am
GPO Showcase Session 1

8:45 am – 9:15 am
GPO Showcase Session 2

9:15 am – 10:00 am
General Session: Sink or Swim Overview
Grand Ballroom Salon II-IV
Presented by Leslie Wainwright, Chief Strategy Officer, AVIA

10:15 am – 11:45 am
Sink or Swim in the Supply Chain Competition
Grand Ballroom Salon I-III
You’ve seen Shark Tank, now be a part of the latest innovation challenge. Join us to hear live presentations from new and innovative competitors as they square off in front a panel of highly qualified judges touting their pioneering products or services. Then cast your vote to decide which company will sink or swim with a chance for valuable, direct meetings with major GPOs.

11:45 am – 1:15 pm
Networking Lunch
Capitol Ballroom Foyer

11:45 am – 1:15 pm
ANAE Workshop
Separate Registration Required
Grand Ballroom Salon I

1:15 pm – 1:45 pm
Reverse Tradeshow (Open to HISCI Members)
Various Meeting Rooms (see page 13 for specific locations)

1:15 pm – 1:45 pm
Private Business Meetings for Non-HISCI Members

1:45 pm – 2:45 pm
Reverse Tradeshow (Open to All)
Various Meeting Rooms (see page 13 for specific locations)

2:45 pm – 4:00 pm
General Session: IDN Executive Series: Part 2
Grand Ballroom Salon II-IV
Moderated by Fred Pane, RPh, FASHP, Senior Director, National Accounts and Systems Engagement, The Medicines Company
Presenters: Gary Wagner, Senior Vice President, Supply Chain, Houston Methodist; Richard Yonker, Vice President, Supply Chain, Tenet Healthcare
Join us for Part 2 of our IDN executive panel series to learn more about the role of IDNs in forming successful relationships with suppliers, as well as best practices for improving efficiency and innovation in the industry and how to work within the GPO contracting umbrella.

4:00 pm – 4:15 pm
Coffee Break

4:15 pm – 5:15 pm
General Session: The Power of Collective Change: Embracing Employee Wellness and Sustainability
Grand Ballroom Salon II-IV
Moderated by Seema Wadhwa, Assistant Vice President, Sustainability and Wellness, Inova Health System
Presenters: Gary Cohen, President and Co-Founder, Health Care Without Harm; Joel Sigler, CSP, HEM, Senior Manager, National Environmental Health and Safety, Kaiser Permanente; Christina Vernon, Assistant Vice President for A Healthy Environment, Carolinas HealthCare System and Seema Wadhwa, Assistant Vice President, Sustainability and Wellness, Inova Health System
This session provides a comprehensive look at environmental sustainability in the supply chain: what it is, why it matters, and how it can be implemented within the healthcare supply chain setting through a panel of diverse health systems. Learn how to drive sustainable change within your own supply chain, and how to build sustainability into vendor relationships and into the very culture of the supply chain department.
5:15 pm – 6:15 pm  
Evening Reception  
12th Floor Terrace

**WEDNESDAY, OCTOBER 7**

8:00 am – 9:00 am  
Networking Breakfast  
Capitol Ballroom Foyer

9:00 am – 10:00 am  
**General Session: Bellwether League: Innovation as a Response to Increased Competition**  
*Grand Ballroom Salon III-IV*  
Moderated by Patrick Carroll, President, Patrick E. Carroll & Associates, Inc.  
Presenters: Nancy LeMaster, MBA, Vice President, Strategic Sourcing, BJC Healthcare; Michael Louviere, Vice President, System Supply Chain, Ochsner Health System; Jim Olsen, Senior Vice President, Materials Resource Management, Carolinas HealthCare System; and Ray Seigfried, Executive Vice President, Christiana Care

Healthcare providers need to drive increased innovation in their services rapidly and cost-effectively if they wish to remain competitive. This necessity for innovation impacts supply chain leaders and the companies they use as trading partners. Learn how you can become a better innovator and cope with the challenges of healthcare reform from a panel of Bellwether League honorees and members of the board of directors.

10:00 am – 10:15 am  
Coffee Break

10:15 am – 11:15 am  
**General Session: The State of the Industry: Perspectives from GPO Executives**  
*Grand Ballroom Salon III-IV*  
Moderated by John Pritchard, Publisher, The Journal of Healthcare Contracting, The Max, ACO Insights, and Medical Distributions Solutions, Inc. (MDSI)  
Presenters: Durral Gilbert, President, Supply Chain Services, Premier Inc.; Jody Hatcher, President, Offering Delivery and Operations, Novation; Ed Jones, President and CEO, HealthTrust Purchasing Group; Mike Nolte, President and Chief Operating Officer, MedAssets; Lee Perlman, President, GNYHA Ventures, Inc. and Executive Vice President, and CFO, GNYHA

Join top GPO executives as they discuss how they like to do business, the state of the industry, and how their businesses have been affected by healthcare reform legislation. This session includes an opportunity for Q&A.

11:15 am – 11:30 am  
Closing Remarks  
*Grand Ballroom Salon III-IV*  
Presented by Lee Perlman, President, GNYHA Ventures, Inc. and Executive Vice President and CFO, GNYHA, and Chairman, HSCA Board of Directors

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**Learn more about Premier Marketplace and all of our supply chain solutions at Premier’s Reverse Tradeshow**

- **Mon., Oct 5th**  
  - 1:15 p.m. – 3:15 p.m.
- **Tues., Oct 6th**  
  - 1:15 p.m. – 2:45 p.m.
INTERESTED IN HSCA OR HISCI MEMBERSHIP?

The Healthcare Supply Chain Association (HSCA) is a broad-based trade association that represents 14 group purchasing organizations. HSCA members aggregate purchasing power to help provide the best products at the best value to American healthcare providers and deliver annual healthcare cost savings of $36 billion. HSCA serves its members and an evolving supply chain through advocacy, education, ethics, information and networking. To learn more about HSCA visit www.supplychainassociation.org.

The Healthcare Industry Supply Chain Institute (HISCI)—much like the Expo—puts you at the table with GPO decision makers to share best practices, participate in educational activities, and network. Membership gives everyone in your organization access to HISCI’s many member benefits, including discounts to these events as well as our website with a GPO member directory, a HISCI member directory, monthly educational webinars (live and on-demand), GPO 101 resources, a career center, and more. Learn more at www.hiscionline.org/membership.
HSCA and HISCI thank the following companies for their generous support of the 2015 Healthcare Supply Chain Expo:

## Expo Sponsors

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Abbott is a global healthcare company devoted to improving life through the development of products and technologies that span the breadth of healthcare. With a portfolio of leading, science-based offerings in diagnostics, medical devices, nutritional and branded generic pharmaceuticals, Abbott serves people in more than 150 countries and employs approximately 73,000 people. Visit Abbott at www.abbott.com and connect with us on Twitter at @AbbottNews.

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With 20 years of experience, Provista is a proven supply chain partner. In fact, Provista has expanded from health care to meet the needs of educational institutions, small businesses, Fortune 1000 firms and, through a recent acquisition of National IPA, government organizations. With extensive product coverage and billions in purchasing power, Provista connects customers in these industries to the best-priced supplies and services. But Provista goes beyond contracts, offering customers tailored procurement solutions – Data & Analytics, Contract Implementation Services, Savings Programs, Management Tools plus Business Reports and Reviews.

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Amerinet, a leading national healthcare solutions organization, enriches healthcare delivery for members through supply chain resources, guidance and support that help lower costs, raise revenue and champion quality.

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Headquartered in Dublin, Ohio, Cardinal Health is a $91 billion healthcare services company that improves the cost-effectiveness of healthcare. As the business behind healthcare, Cardinal Health helps pharmacies, hospitals, ambulatory surgery centers, clinical laboratories and physician offices focus on patient care while reducing costs, enhancing efficiency and improving quality.

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and start making personal connections to potential partners, suppliers and customers.

Rebecca Wenglinski
Medical Main Street Representative
(248) 736-4261
wenglinskir@oakgov.com

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At our healthiest, we can be our best selves and enjoy all that life has to offer — from everyday moments to some of life’s biggest milestones. That’s why, at Abbott, we advance promising technologies that help people every step of the way and make the journey that much more joyful.
HSCA Antitrust Policy

The Healthcare Supply Chain Association (HSCA) follows a rigorous program of compliance with the Sherman Act and other antitrust statutes. This policy statement provides a reference for members of HSCA and others who attend association functions. All who attend HSCA meetings should read and understand this statement. Adherence to the Antitrust Policy will avoid potential violations by individuals, member firms, and HSCA itself. HSCA is committed to full compliance with antitrust laws.

Be sure to review these important guidelines, available at www.supplychainassociation.org/antitrustpolicy.

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