



Hospital Purchased Services CONFERENCE

September 28th- 29th, 2015 • The Westin Houston, Memorial City

Develop effective and sustainable cost savings through innovative sourcing, contracting & supply chain management of purchased services.

Speaker Faculty Includes:



Eric Williams, CPM
Director of
Purchasing at The
University of
Texas Medical Branch
(UTMB)



Carl Tietjen
Associate Vice
President for
Purchasing & Supply Chain
University of Rochester



**StJohn Sturton,
MBA, CMRP**
Director of Logistics at
The University of
Texas Medical Branch
(UTMB)



**Michael P. Fischetti,
J.D. CPCM**
Fellow, Executive
Director
National Contract
Management
Association



Mark French, MHA
Vice President, Vendor
Management &
Environment of Care
Ochsner Health
System

Top 4 Benefits of Attending:

- ✓ Learn how to structure purchased service and outsourcing agreements to allow for ongoing incremental value and cost reductions
- ✓ Understand supply chain opportunities to convert them into a revenue generating entity.
- ✓ Implement best practices standards for clinical vendor evaluation.
- ✓ Identify key challenges and strategies for developing and managing purchased service contracts.

Sponsors &
Exhibitors:

md buyline



SIGNiX



DAY ONE: Monday, September 28th, 2015



To register please visit www.hospitalpurchasedservices.com

8:00 Networking Breakfast & Registration

8:45 Welcome from GHP Network

8:50 Opening remarks from chair

Peter Stelling, MBA, Chief Operating Officer of
MD Buyline

9:10 Keynote Opening Address

Carl Tietjen, Associate Vice President for Purchasing & Supply Chain, **University of Rochester**

9:50 Strategic Leverage of the Supply Chain

Session Objectives:

- The impact of Partner(s)/Supplier(s) to Revenue, Cost, and Risk;
- How/When to leverage the Suppliers in your Supply Chain to strategically support
- The difference between Strategic and Non: Supply Chain Provider/Supplier Services and or Products must meet two of the three primary objectives to be qualified as strategic
- Supply Chain consolidation vs non consolidation

James D. Rockenbach, Vice President of Operations, Procurement/Contracts, **Legend HealthCare**

10:30 Networking Break-Tea & Refreshments

11:00 Managing Purchased Services and Affiliated Vendor Partners in Today's Health Care Industry

Session Objectives:

- Discipline required to manage associated purchased services vendors
- Approaches to identifying savings and operational improvements in the purchased services' space
- Supply Chain opportunities to become a revenue generating entity

Mark French, MHA, Vice President, Vendor Management & Environment of Care, **Ochsner Health System**

11:40 Achieving Value in Purchased Services: An Operational & Procurement Team Joint Venture

Session Objectives:

- Services Goals Strategies
- Service Analysis strategy beyond price
- Partnership

Hyrum Kirton, V.P. Of Procurement & Alliance Services, **Avalon Health Care**

12:20 Networking Lunch

1:20 Purchased Services: The Hidden Liability & Opportunity

Session Objectives:

- Why look at purchased services?
- How to get started
- Creating a culture of engagement

Philip Hampton, AVP Materials Management/Contracting, **Lovelace Health System**

2:00 Driving Accountability and Incremental Value in Purchased Service and Outsourcing Arrangements

Session Objectives:

- How to effectively employ the Value Analysis process when deciding to outsource and selecting a partner
- How to structure purchased service and outsourcing agreements to allow for ongoing incremental value and cost reductions
- How to hold purchased service and outsourcing partners accountable for contractual requirements as well as the evolving priorities of your organization.

Kurt Banas, MBA, FACHE, Senior Director, Value Analysis and Strategic Sourcing, **Inova Health System**

2:40 Networking Break-Tea & Refreshments

3:10 Mutually Beneficial Contracting to Exceed Organizational Performance Expectations

Session Objectives:

- Developing a Professional and Effective Workforce
- Ensuring Key Stakeholder and Contracting Involvement and Teamwork
- Understanding the Marketplace and Emerging Industry Trends
- Identifying and Using Contracting Tools, Authorities and Best Practices

Michael P. Fischetti, J.D. CPCM, Fellow, Executive Director, **National Contract Management Association**

3:50 PANEL DISCUSSION: Consulting with a third party for industry pricing benchmarks and best practices for contract considerations

Moderator: Peter Stelling, MBA, Chief Operating Officer of **MD Buyline**

Panelists:

James Rockenbach, Vice President of Operations, Procurement/Contracts, **Legend Healthcare**

Hyrum Kirton BS, MBA, Vice President of Alliance Services & Procurement, **Avalon Health Care, Inc.**

Mark French, MHA, Vice President, Vendor Management & Environment of Care Ochsner Health System

Bret Bissey MBA, FACHE, CHC, CMPE Senior Vice President Compliance Services, **MediTract**

4:50 Close of day one from the chair

Peter Stelling, MBA, Chief Operating Officer of **MD Buyline**

5:00 Networking Reception & Cocktail Hour

"Smaller and more intimate encouraging greater opportunity to network."

-HealthEast Care System

DAY TWO: Tuesday, September 29th, 2015



To register please visit www.hospitalpurchasedservices.com

8:30 Networking Breakfast

9:00 Opening remarks from chair

Peter Stelling, MBA, Chief Operating Officer of **MD Buyline**

9:10 Key Strategies for Success in Value-Based Contracts

Session Objectives:

- Stop doing what you've always done in terms of Purchased Services
- Aggregating contracts to obtain the best pricing and service level
- Controlling spend with formularies

Jennifer Thomas, BS, Senior Contract Administrator, Purchased Services at **Carilion Clinic**

9:50 The Intersection of Compliance and Purchased Services: Measuring Quality with your Outsourced Vendors

Session Objectives:

- Understanding internal and external SOPs for purchased services
- Best practices standards for clinical vendor evaluation
- Measuring and analyzing quality and outcomes standards
- Understanding how to manage and monitor opportunities for identifying vendor deficiencies

David Paschall, MBA, Chief Operating Officer of **MediTract**

Peter Stelling, MBA, Chief Operating Officer of **MD Buyline**

Bret Bissey, MBA, FACHE, CHC, CMPE Senior Vice President Compliance Services of **MediTract**

10:30 Networking Break-Tea & Refreshments

11:00 Purchased Services: Dialysis Thinking outside the box for a clinical negotiation

Session Objectives:

- Creating leverage
- How do you benchmark?
- How to work with the business owner
- How do we build a comprehensive contract?

Serina Seward, Purchased Services Manager, **Lovelace Health System**

11:40 Managed Print Services Successfully Implemented across 4th largest IDN in the country

Session Objectives:

- Overall Strategy Approaching Managed Print Services
- Big Lessons Learned
 - IT Transition Costs / IT Resource Constraints
 - Baseline Budget Optimization Report
 - Right Skill Set: Program Manager vs Purchase Services Administrator
 - Governance of Standardization
- Developing Sustainment "MPS Quarterly Governance Meetings"

John T. Kukowski, MBA, PMP, Purchased Services Administrator, Supply & Service Resource Management at **Dignity Health**

12:20 Networking Lunch

1:20 Purchasing Service Spend Management (Forming the Foundation)

Session Objectives:

- Spend Categorization
- The need for Governance
- Example old and new models of service contracting

Sean Poellnitz, BS, Director, Contracting & Resource Utilization, Supply Chain Management, **CHRISTUS Health**

2:00 Managing Purchase Service Contracts & Ongoing Value Realization

Session Objectives:

- Challenges and strategies on developing and managing purchased service contracts
- Contract checklists and templates designed to help drive compliance and solid business practice
- Value creation methodology and process integration
- Ongoing review of contract deliverables- "scope/cost creep"

Frank Reighard, MBA, Associate Vice President Supply Chain Management at **The University of Texas Medical Branch (UTMB)**

Eric Williams, CPM, Director of Purchasing at **The University of Texas Medical Branch (UTMB)**

2:40 Networking Break-Tea & Refreshments

3:10 Achieving Sustainable Large-Dollar Savings Across the Entire Purchased Services Spend

Session Objectives:

- Creating a sustainable supply chain strategy
- Disruptive technologies to the supply chain
- Supplier collaboration

John Willi MBA, FAHRMM, CMRP, C.P.M., CPCU, Vice President of Supply Chain Management, **NYU Langone Medical Center**

3:50 PANEL DISCUSSION: Value Optimization Tools: Tracking & Trending Progress

Moderator: StJohn Sturton, MBA, CMRP, Director of Logistics at **The University of Texas Medical Branch (UTMB)**

Panelists:

Sean Poellnitz, Director, Contracting and Resource Utilization, **CHRISTUS Health**

Serina Seward, Purchased Services Manager, **Lovelace Health System**

John T. Kukowski MBA, PMP, Purchase Services Administrator, **Dignity Health**

4:50 Close of Conference

Bret Bissey, MBA, FACHE, CHC, CMPE Senior Vice President Compliance Services of **MediTract**

5:00 Networking Reception & Cocktail Hour

Registration Details



4 EASY WAYS TO REGISTER:

www.hospitalpurchasedservices.com
Call: 1-800-882-8684

EMAIL: info@GHPNetwork.com
FAX: 1-646-378-6025

Hospitals/Ambulatory Services/ Nursing Homes/Long Term Care Facilities/Integrated Delivery Network	Register & Pay By Sept 11, 2015	Standard Rate
Main Conference (Sept 28-29)	\$1,695 Save \$200	\$1,895

Solution Providers	Register & Pay By Sept 11, 2015	Standard Rate
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Vendor Branding & Networking Packages	Standard Rate
BRANDING PASS - ONLY 20 PASSES AVAILABLE. Includes: - 2 Day All-Access Pass - Company Logo on event website - 50 word company or product description on event website	\$3,999
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*The small roundtable will be positioned in a separate high traffic area during the main conference.

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Number of Attendees	Savings
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YES, PLEASE REGISTER ME FOR:

☐ CONFERENCE ONLY

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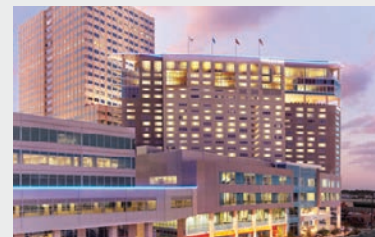
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CONFERENCE VENUE



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945 Gessner Rd, Houston, TX 77024

For Reservations please visit:
www.westinhoustonmemorialcity.com

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A \$99 processing charge will be assessed to all registrations not accompanied by credit card payment at the time of registration.

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IQPC
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Phone: 646-378-6021

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