



Finding the Value in HC Supply Chain



– FLORIDA CHAPTER OF –
AHRMM

AGENDA

7:55 AM – 8:00 AM Welcome Remarks

8:00 AM – 9:00 AM Communicating with the C-Suite

During this session attendees will gain valuable insight on the best methods to communicate with the C-Suite, including:

- How to influence C-Suite leadership to adopt your ideas and plans
- Specific communication rules for getting your point across persuasively and succinctly
- How to recognize key characteristics and priorities of the C-Suite audience you are working with

Presented by Anthony J. Montagnolo, Executive Vice President & COO, ECRI Institute

9:00 AM – 9:30 AM Networking & Vendor Break

9:30 AM – 10:30 AM The Changing Dynamics of Healthcare Supply Chain

In this session, the current state of the healthcare value chain will be examined through the lens of Amazon Business. Since its inception, Amazon has always worked backwards from the consumer and Amazon Business continues this legacy by now building the Amazon consumer experience for the B2B space.

Learning Objectives

- What is a marketplace?
- What industries does Amazon target and why?
- How can customers leverage Amazon Business to help them achieve their supply chain goals?
- How do I get started?

Presented by Scott Clausen, Principal - Healthcare, Amazon Business

10:30 AM – 11:00 AM Networking & Vendor Break

11:00 AM – 12:00 PM Orthopedic Implants: A Case Study of Standardization and Utilization Enterprise Wide

The objective of this session is to provide progressive leadership to achieve strategic cost containment via an effective, multidisciplinary approach to management of the organizations international supply chain.

Presented by Stephen M. Boyle, Corporate Director, Shriners Hospitals for Children

12:00 PM – 1:00 PM Lunch & Networking

1:00 PM – 2:00 PM Healthcare Distribution - What's The Best Fit For You?

This panel will discuss the different models of distribution, why and when they are best implemented and how has the industry changed over the years. We will discuss activity fee based models vs traditional models. How does GPO integration, mergers and acquisitions effect these strategies.

Moderator

Brent Petty, Past Chairperson of the Board of the Association for Healthcare Resource Materials Management (AHRMM)

Panelists

Tedd A. Comerford, MHA, CMRP, Associate Vice President Supply Chain Services, UF Health

Rodger Landers, CMRP, CDR, MBA, Procurement Manager, BayCare Health System

Robert J. Milano, MBA, CMRP, Executive Director of Supply Chain, Sarasota Memorial Healthcare System

2:00 PM – 2:30 PM Networking & Vendor Break

2:30 PM – 3:30 PM Get On Board the Value Analysis Train!

This presentation will provide the attendees with a frame work to build a robust value analysis program or enhance their current program. It will define Value analysis, its importance and relevance in today's healthcare market especially with the implementation of the Affordable Care Act.

Learning Objectives

- "Data is King" – Validation, Mining & Utilization
- Relationship Building – Developing Stakeholder Buy-in
- Technology Tools – Research, Collaboration & Communication

Presented by

Velma Davis, Clinical Value Analysis Manager, University of Miami Hospital and Clinics

Vanessa Lougheed, Manager of Strategic Analytics, University of Miami's Supply Chain Department

Mari Machado, Value Analysis-Clinical Resource Manager, University of Miami Hospital & Clinics

3:30 PM Networking Reception & Golf

Florida AHRMM Annual Conference

June 8, 2018

Tampa Palms Country Club



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UPCOMING EVENTS

Summer Conference

July 26, 2018

University of Miami – Newman Alumni Center

Fall Conference

October 4, 2018

Halifax Health

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