

FINAL PROGRAM

# 2011 INTERNATIONAL EXPO

CO-HOSTED BY  
HIGPA AND HISCI

October 12-14, 2011  
JW Marriott Washington DC  
Washington D.C.

FEBRUARY 8-10, 2012 . HYATT REGENCY TAMPA . TAMPA, FLORIDA



# 2012

NATIONAL PHARMACY  
FORUM

Share best practices with high-level executives and make key connections during multiple networking opportunities. You'll gain insight from recognized industry experts during a selection of relevant and timely educational sessions.

Get the perspective you need to help your business adapt to shifts in the healthcare industry. Plan to attend the 2012 National Pharmacy Forum.

For more information and to register, visit  
[WWW.SUPPLYCHAINASSOCIATION.ORG/FORUM](http://WWW.SUPPLYCHAINASSOCIATION.ORG/FORUM).

CO-HOSTED BY

**HSCA**  
HEALTHCARE SUPPLY CHAIN ASSOCIATION

**hisci**  
Healthcare Industry  
Supply Chain Institute

# Welcome to the Expo!

On behalf of the Health Industry Group Purchasing Association (HIGPA) and the Healthcare Industry Supply Chain Institute (HISCI), we would like to welcome you to the 2011 International Expo. Top-notch speakers combined with networking opportunities guarantee to make this Expo the most influential supply chain event of the year.

With discussions led by Capitol Hill insiders and input from industry authorities, the Expo offers you a wealth of credible, current information. A wide range of sessions grants you the freedom to select topics of interest to you, such as:

- An overview from major Washington lobbyists on recent developments and the current state of the nation during the special general session, *Washington: An Insider's Look*
- Predictions on the future of healthcare during the general session, *Healthcare 2020: Tomorrow's Marketplace – Back to the Future or Terra Incognita?*
- A firsthand account from an FBI chief of how the FBI is combating pharmaceutical fraud with the general session, *Inside the Federal Bureau of Investigation*
- Panelist views on the state of the industry, current trends and an outlook for the future as part of the general session, *The State of the Industry: Perspectives from GPO Executives*

We are also featuring Katty Kay, Washington correspondent and anchor for *BBC News*, who is widely recognized for her coverage of U.S. news and politics, as well as Congressman Michael C. Burgess (R-Tex.) and noted political satirist P. J. O'Rourke.

In addition to our educational sessions, the Expo gives you the opportunity to build your network of high-powered key players. With more than 500 group purchasing members and suppliers in attendance, you'll be able to make key connections that are both influential and beneficial to your business and will ultimately provide you with a true advantage in today's market. Make strategic partnerships during:

- The *First-Time Attendee Welcome and Orientation*, where first-time attendees will hear an overview of the advantages of Expo and tips to make the most of their stay in Washington, D.C.
- The *GPO Executive Networking Lunch*, where suppliers can meet exclusively with GPO industry leaders
- The *GPO Executive Networking Breakfast*, where suppliers may talk one-on-one with a different set of GPO industry leaders from the Networking Lunch
- The two-day *Reverse Tradeshow*, an opportunity for GPOs and IDNs to meet with their supplier partners and to strengthen relationships of all parties and facilitate the sales process

We hope you take advantage of all this year's Expo event has to offer! Again, welcome and thank you for joining us in Washington.

Sincerely,



**Dennis Daar**  
*Expo Steering Committee  
Co-chair*  
Managing Partner  
Medical Strategies  
International, LLC



**Kerry Price**  
*Expo Steering Committee  
Co-chair*  
Vice President  
Strategic Customer Engagement  
Amerinet, Inc.

# Thank You to Our Sponsors

## Platinum Sponsors

---



## Gold Sponsor

---



## Silver Sponsor

---



## 2011 Expo Steering Committee

*Committee Co-chair*

**Dennis Daar**

Medical Strategies International,  
LLC

*Committee Co-chair*

**Kerry Price**

Amerinet, Inc.

**Patti Cmielewski**

MedAssets

**Larry Dooley**

Smith & Nephew

**John Eppard**

sanofi-aventis

**David Finley**

Premier healthcare alliance

**Ron Hartmann**

MedAssets

**Kim Kersten**

AstraZeneca Pharmaceuticals

**Pam Letendre**

OfficeMax

**Carolyn O'Donnell**

Minnesota Multistate Contracting  
Alliance for Pharmacy (MMCAP)

**Connie Pettijohn**

Smiths Medical

**Joe Schrick**

Bedford Laboratories

**Cathy Spinney**

Yankee Alliance

**Ron Spinuzzi**

Medical Action Industries, Inc.

**Jan Tankersley**

Novation, LLC

**Rick Weinberg**

Covidien

**Linea Wilson**

Child Health Corporation of America

On occasion, a photographer may take photos of attendees at the International Expo. Please be aware that these photos may appear in HIGPA and/or HISCI brochures, programs, publications, websites or other materials. Your attendance at the Expo constitutes your permission and consent for this photography.



116 aisles.

450 booths.

250,000 annual visitors.

**One Location.**

**The Virtual Pharmacy Trade Show**

Pharmacy's leading product and service providers...  
in one convenient location.

With more than 116 aisles and 450 exhibitor booths, the Virtual Pharmacy Trade Show is pharmacy's one-stop internet resource empowering visitors to research and connect with leading providers of products and services throughout every segment of pharmacy. Due to its accessibility, relevancy, and focus, more than 250,000 annual visitors depend on the Virtual Pharmacy Trade Show to conduct preliminary and advanced research on industry leaders. RXinsider currently manages four healthcare Virtual Trade Shows in the disciplines of pharmacy, informatics, continuing education, and general healthcare.

**Pharmacy • HIT/HIM/Coding • Continuing Education • Healthcare**

For information on advertising opportunities within the tradeshow, contact our sales team at

**1.800.972.2083**

sales@RXinsider.com

**RXinsider.com**



Connecting Healthcare Through *Innovation*

RXinsider is a multi-media and software development firm providing innovative solutions to a variety of healthcare disciplines and higher education markets. Our six divisions include: Academic Software, Job / Career Solutions, Continuing Education Solutions, B2B Solutions, Credential ePortfolios, and B2C Solutions.



# Schedule of Events

## Tuesday, October 11

---

**3:00 – 7:00 p.m.**

**Registration Open**

*Capitol Registration Desk*

**6:00 – 8:00 p.m.**

**HIGPA and HISCI Member Reception**

*Garden Terrace*

## Wednesday, October 12

---

**7:00 a.m. – 6:30 p.m.**

**Registration Open**

*Capitol Registration Desk*

**8:00 – 8:30 a.m.**

**HIGPA Member Meeting**

*Dirksen*

**8:30 – 9:00 a.m.**

**HISCI Member Meeting**

*Dirksen*

**9:00 – 9:50 a.m.**

**First-time Attendee Welcome and Orientation**

(First-time attendees only)

*State*

**Facilitated by:** **Kerry Price**, Amerinet, Inc.; **Dennis Daar**, Medical Strategies International, LLC; **Linea Wilson**, Child Health Corporation of America

Enjoy this exclusive welcome session open to first-time attendees and hosted by members of the Expo Steering Committee. Hear an overview of the high-level networking and educational offerings you can take advantage of at the Expo as well as tips on how to make the most out of your stay in Washington. Interested individuals may participate in a guided walk-through of the Expo meeting space at the conclusion of the welcome session.

**10:00 – 10:15 a.m.**

**Welcome and Opening Remarks**

*Grand Ballroom, Salons II, III, IV*

**Presented by:** **Curtis Rooney**, HIGPA President; **Rand Ballard**, MBA, Office of the Chief Executive, Senior Executive Vice President, Chief Operating Officer and Chief Customer Officer, MedAssets; **Todd Ebert**, President and Chief Executive Officer, Amerinet, Inc.

Join us as we kick off the 2011 International Expo! You'll hear an overview of Expo events and conference highlights followed by a special announcement and the Opening General Session.

**10:15 – 11:00 a.m.**

**Opening General Session and Keynote Presentation:**

**Katty Kay, Washington Correspondent, *BBC World News America* and Co-author, *Womenomics***

*Grand Ballroom, Salons II, III, IV*

America is at a critical point, given the rising challenge from China, the threat of global terrorism and crippling budget deficits, but are America's politicians up to the task? Business leaders all say they need action from Washington on critical issues like immigration, education, taxes and, of course, the debt; if Washington won't act, America won't stay competitive. China is spending more on education, research and development and the sciences, while the U.S. is slipping down the global rankings. The American people are among the most active, innovative and committed in the world—that's why Facebook and Twitter are American companies, not Chinese. Kay argues that stronger, bolder leadership is needed in Washington and ponders who may be up to the challenge to make this the next American century.

**11:00 a.m. – 12:15 p.m.**

**General Session: The State of the Industry:**

**Perspectives from GPO Executives**

*Grand Ballroom, Salons II, III, IV*

**Presented by:** **Rand Ballard**, MBA, Office of the Chief Executive, Senior Executive Vice President, Chief Operating Officer and Chief Customer Officer, MedAssets; **Todd Ebert**, President and Chief Executive Officer, Amerinet, Inc.; **Jody Hatcher**, President and Chief Executive Officer, Novation, LLC; **John Biggers, Jr.**, Senior Vice President, Group Purchasing, Premier Purchasing Partners, LP; **Lee Perlman**, President, GNYHA Ventures, Inc. and Executive Vice President of Administration and Chief Financial Officer, Greater New York Hospital Association

**Moderator:** **Don Black**, President and Founder, Don Black Healthcare Strategy, LLC

Top GPO executives discuss the state of the industry and how Health Care Reform legislation has affected their business, members and customers, and the outlook for the future of the industry. Attendees will have ample time to ask questions of the panelists.

**12:15 – 1:30 p.m.**

**GPO Executive Networking Lunch**

**Sponsored by:** **Cardinal Health**

*Grand Ballroom, Salon I*

The GPO Executive Networking Lunch provides supplier attendees with the opportunity to meet exclusively with GPO industry leaders and discuss topics of interest that are relevant to their business. Seating placement begins at 12:15 p.m., and suppliers may choose their preference of which GPO to meet (first-come, first-served basis). Note: A different set of GPO industry leaders will be featured at the GPO Executive Networking Breakfast on Thursday to allow suppliers the opportunity to expand their business network and connections. Some leaders will attend both events.

## Schedule of Events

**12:15 – 1:30 p.m.**

**Buffet Lunch** (for those Expo attendees not attending the GPO Executive Networking Lunch)

*Capitol Foyer*

**1:30 – 3:45 p.m.**

**Reverse Tradeshow**

*Capitol Ballroom A, BC, F, HJ, K, Russell/Hart, Cannon, Rayburn, Treasury, Commerce*

Get down to business at the Reverse Tradeshow. This is an opportunity for GPOs and IDNs to meet with their supplier partners in individually-dedicated meeting areas. The tradeshow's goal is to strengthen the relationships of all parties and facilitate the sales process. Beverages and light snacks will be provided in the main foyer for all attendees.

**4:00 – 4:30 p.m.**

**General Session and Keynote Presentation: Congressman Michael C. Burgess (R-Tex.)**

*Grand Ballroom, Salons II, III, IV*

After spending nearly three decades practicing medicine in North Texas, Congressman Michael C. Burgess, M.D., was first elected to Congress in 2002, and re-elected in 2004, 2006, 2008 and 2010. Dr. Burgess serves on the prestigious House Energy and Commerce Committee and is the vice chairman of the Subcommittee on Health. He is also a member of two other subcommittees: Oversight and Investigations and Energy and Power. He is a member of the bicameral Joint Economic Committee and in 2009, Dr. Burgess founded, and currently serves as chairman, of the Congressional Health Care Caucus. Given his medical background, Dr. Burgess has been a strong advocate for healthcare legislation aimed at reducing healthcare costs, improving choices, reforming liability laws to put the needs of patients first and ensuring there are enough doctors in the public and private sector to care for America's patients and veterans. He has played an important role in bipartisan efforts to ensure the safety of food, drugs and consumer products, and has introduced legislation to strengthen our ability to stop dangerous products from coming into the country.

**4:30 – 5:45 p.m.**

**General Session: Perspectives on Accountable Care Organizations**

*Grand Ballroom, Salons II, III, IV*

**Presented by:** **C. Frederick Geilfuss, II**, Partner, Foley & Lardner LLP;

**Robert Cimasi**, MHA, ASA, MCBA, AVA, CM&AA, President, Health Capital Consultants; **John Benz**, Senior Vice President and Chief Strategic Officer, Memorial Healthcare System

**Moderator:** **Fred Pane**, RPh, BS Pharmacy, FASHP, Senior Director, The Medicines Company, VITA Solutions

This panel presentation includes a comprehensive overview of accountable care organizations (ACOs). Learn from panelists as they explain key functions of ACOs from various perspectives and how contracting is achieved in an ACO model.



**6:00 – 7:30 p.m.**

**Chairmen's Welcome Reception**

*Capitol Ballroom EF*

This annual event is the perfect place to expand your business network and connect with colleagues and partners. Hosted by the chairs of HIGPA and HISCI, the reception honors the Board of Directors, industry leaders and those who have committed time and energy to advancing the missions of both organizations.

**All-day Coffee Service**

Sponsored by: **Abbott**

## Thursday, October 13

---

**7:00 a.m. – 6:00 p.m.**

**Registration Open**

*Capitol Registration Desk*

**7:45 – 8:45 a.m.**

**GPO Executive Networking Breakfast**

Sponsored by: **Premier healthcare alliance**

*Grand Ballroom, Salon I*

The GPO Executive Networking Breakfast provides supplier attendees with the opportunity to meet exclusively with GPO industry leaders and discuss topics of interest that are relevant to their business. Seating placement begins at 7:30 a.m., and suppliers may choose their preference of which GPO to meet (first-come, first-served basis). Note: A different set of GPO industry leaders will be featured at this session to allow suppliers the opportunity to expand their business network and connections.

**7:45 – 8:45 a.m.**

**Continental Breakfast** (for those Expo attendees not attending the GPO Executive Networking Breakfast)

*Capitol Foyer*

**9:00 – 10:00 a.m.**

**General Session: Clinical Advisory Committees and Value Analysis Teams**

*Capitol Ballroom EF*

**Presented by:** **Tim Hopkins**, Co-founder and President, MedApproved, LLC; **Brent Johnson**, Vice President, Supply Chain & Imaging Services, Chief Purchasing Officer, Intermountain Health; **Pat Klancer**, MHA, CMRP, FCPHM, Senior Director, Diagnostix Supply Chain, Amerinet, Inc.

This panel will examine the role of value analysis teams and clinical advisory committees through an overview of these teams and case study examples. Panelists will also detail how long value analysis teams have been in existence and who are key decision-makers.

## Schedule of Events

**10:00 – 10:15 a.m.**

**Coffee Break**

**10:15 – 11:30 a.m.**

**General Session: Supply Chain Update “Lightning Round”**

*Capitol Ballroom EF*

**Presented by:** **Lamont Robinson**, Senior Director, Supplier Diversity, Novation, LLC; **Beth Eckl**, Director, Environmental Purchasing Program, Practice Greenhealth; **Dennis Byer**, Chair, Committee for Healthcare eStandards (CHeS); Senior Director Industry Standards, Novation, LLC; **Rick Weinberg**, Chair, HISCi Rostering Task Force; Vice President, National Accounts, Covidien; **Tom Sweatt**, Chair, HISCi Vendor Credentialing Task Force; Executive Vice President, Health Systems, Encompass Group, LLC

**Moderator:** **John Eppard**, Account Executive, Institutional National Accounts, sanofi-aventis

Panelists discuss pertinent healthcare issues affecting supply chain standards and provide updates on current initiatives. Topics include: roosting, vendor credentialing, supplier diversity, class of trade, green purchasing, GS1 and e-standards. Hear the important updates you need to know from all aspects of the industry and get your questions answered by this panel of experts.

**11:30 – 11:45 a.m.**

**Coffee Break**

**11:45 a.m. – 1:15 p.m.**

**Lunch and Keynote Presentation: P. J. O’Rourke, American Political Satirist, Journalist, Writer and Author “If You Think Health Care Is Expensive Now, Wait Until You See What It Costs When It’s Free”**

*Grand Ballroom, Salons II, III, IV*

Covering healthcare and current events with the skill and discipline of an investigative reporter, P. J. O’Rourke adds a unique spin that has earned him a reputation as a modern-day Will Rogers. Known as a hard-bitten, cigar-smoking conservative, he, in fact, bashes all political persuasions. As he puts it, “Giving money and power to government is like giving whiskey and car keys to teenage boys.” Whether dealing with the inner workings of Washington bureaucracy or the shifting political and economic sands of the new world order, O’Rourke proves himself to be a savvy guide to national and world affairs. His razor-sharp insights never fail to inform and entertain.

**1:30 – 3:00 p.m.**

**Reverse Tradeshow**

*Capitol Ballroom A, BC, F, HJ, K, Russell/Hart, Cannon, Rayburn, Treasury, Commerce*

Continue doing business during the second day of the Reverse Tradeshow. Beverages and light snacks will be provided in the main foyer for all attendees.

**3:15 – 4:15 p.m.**

**General Session: Healthcare 2020: Tomorrow's Marketplace –  
Back to the Future or Terra Incognita?**

*Grand Ballroom, Salons II, III, IV*

**Presented by: Timothy Randall**, Senior Director,  
The Advisory Board Company

Despite the flurry of activity surrounding Health Care Reform since the passage of the Affordable Care Act, the struggle between the Obama Administration and Republicans over the last year has actually clarified, rather than obscured, the future direction of the healthcare industry. Public and private payers, employers and individuals will all have to “go on a budget” when it comes to healthcare spending. This presentation explores the cost-containment strategies employed by stakeholders at all levels of the healthcare economy, with a particular focus on the impact of these budget-cutting initiatives for healthcare providers and suppliers.

**4:15 – 4:30 p.m.**

**Coffee Break**

**4:30 – 5:30 p.m.**

**General Session: Washington: An Insider's Look**

*Grand Ballroom, Salons II, III, IV*

**Presented by: Diane Major**, Van Heuvelen Strategies, LLC;  
**Melissa Schulman**, The Bockorny Group; **Bob Van Heuvelen**,  
Van Heuvelen Strategies, LLC; **John Easton**, Chief of Staff,  
Senator Kelly Ayotte (R-N.H.)

**Moderator: Lee Perlman**, President, GNYHA Ventures, Inc. and  
Executive Vice President of Administration and Chief Financial Officer,  
Greater New York Hospital Association

Get a front-row seat to hear Washington insiders provide a real-time update on the current state of the nation and what the real story is on Capitol Hill. This panel will discuss the latest developments in Washington and breaking news as seen from the point of view of major lobbyists.

**5:30 – 6:30 p.m.**

**Evening Reception**

*12<sup>th</sup> Floor Terrace*

Discuss the day's events while networking with your colleagues at the Thursday Evening Reception. Beverages and hors d'oeuvres will be provided, while attendees enjoy one of the best views in Washington, D.C.

# Schedule of Events

## Friday, October 14

---

**7:00 – 11:00 a.m.**

**Registration Open**

*Capitol Registration Desk*

**7:30 – 8:30 a.m.**

**Continental Breakfast**

*Capitol Foyer*

Enjoy breakfast with your fellow conference attendees and get energized for the final day's general sessions.

**8:30 – 9:30 a.m.**

**General Session: Inside the Federal Bureau of Investigation**

*Grand Ballroom, Salons II, III, IV*

**Presented by:** **Jerry Wilson**, Chief, Healthcare Fraud Criminal Investigation Unit, Federal Bureau of Investigation

Get an inside look at the Federal Bureau of Investigation's (FBI) interactions with counterfeit drugs and corrupt pharmacists. Hear from an FBI chief about prosecuted cases and the actions that the FBI is taking to fight pharmaceutical fraud.

**9:30 – 11:00 a.m.**

**General Session: Strengthening Ties Between GPOs and Suppliers**

*Grand Ballroom, Salons II, III, IV*

**Presented by:** **Cathy Denning**, RN, MSN, Vice President, Sourcing Operations, Novation, LLC; **Ed Jones**, Chief Operating Officer, HealthTrust Purchasing Group; **Tim Rezash**, Group Vice President, Purchasing Services, Child Health Corporation of America; **Les Popielek**, Senior Vice President, Strategic Sourcing and Procurement Solutions, MedAssets; **Randall Walter**, FACHE, Executive Vice President, Amerinet, Inc.; **Dave Edwards**, Vice President, Supplier Relations and Business Development, Premier healthcare alliance

**Moderator:** **Rick Dana Barlow**, Senior Editor, *Healthcare Purchasing News*

Panelists discuss ways to make the relationships between GPOs and suppliers more meaningful and enhance the value of the GPO/supplier relationship. Hear from top GPO contracting experts about how they like to do business.

**11:00 – 11:15 a.m.**

**Closing Remarks**

**Presented by:** **Meredith Young**, HISCI Executive Director

*Grand Ballroom, Salons II, III, IV*



## Expo Sponsors

### Platinum Sponsors

#### **Abbott**

[www.abbott.com](http://www.abbott.com)

Abbott is a global, broad-based healthcare company devoted to the discovery, development, manufacture and marketing of pharmaceuticals and medical products, including nutritionals, devices and diagnostics. The company employs nearly 90,000 people and markets its products in more than 130 countries. Abbott's news releases and other information are available on the company's website.

#### **Cardinal Health**

[cardinal.com](http://cardinal.com)

Headquartered in Dublin, Ohio, Cardinal Health is a \$99 billion healthcare services company that improves the cost-effectiveness of healthcare. As the business behind healthcare, Cardinal Health helps pharmacies, hospitals, ambulatory surgery centers and physicians' offices focus on patient care while reducing costs, improving efficiency and quality and increasing profitability. Cardinal Health is an essential link in the healthcare supply chain, providing pharmaceuticals and medical products to more than 60,000 locations each day. Cardinal Health employs more than 30,000 people worldwide.

#### **Premier healthcare alliance**

[www.premierinc.com](http://www.premierinc.com)

Premier is a performance improvement alliance of more than 2,500 U.S. hospitals and more than 75,000 other healthcare sites using the power of collaboration to lead the transformation to high-quality, cost-effective care. Owned by hospitals, health systems and other providers, Premier maintains the nation's most comprehensive repository of clinical, financial and outcomes information and operates a leading healthcare purchasing network. A world leader in helping deliver measurable improvements in care, Premier has worked with the U.S. Centers for Medicare & Medicaid Services and the United Kingdom's National Health Service North West. Headquartered in Charlotte, N.C., Premier also has an office in Washington. Stay connected with Premier on Facebook, Twitter and YouTube.

# Expo Sponsors

## Gold Sponsor

### **Amerinet, Inc.**

[www.amerinet-gpo.com](http://www.amerinet-gpo.com)

As a leading national healthcare solutions organization, Amerinet collaborates with acute and non-acute care providers to create and deliver unique solutions through performance improvement resources, guidance and ongoing support. With better product standardization and utilization, new financial tools beyond contracting and alliances that help lower costs, raise revenue and champion quality, Amerinet enriches healthcare delivery for its members and the communities they serve. To learn more about how Amerinet can help you successfully navigate the future of healthcare reform, visit [www.amerinet-gpo.com](http://www.amerinet-gpo.com).

## Silver Sponsor

### **Baxter International Inc.**

[www.baxter.com](http://www.baxter.com)

Baxter International Inc., through its subsidiaries, assists healthcare professionals and their patients with the treatment of complex medical conditions, including hemophilia, immune disorders, cancer, infectious diseases, kidney disease, trauma and other conditions. The company applies its expertise in medical devices, pharmaceuticals and biotechnology to make a meaningful difference in patients' lives.

## Reverse Tradeshow

Amerinet, Inc. ....	Capitol Ballroom H,J
Child Health Corporation of America .....	Capitol Ballroom K
Essensa .....	Commerce
GNYHA Services, Inc. ....	Commerce
GNYHA Ventures, Inc. ....	Commerce
HealthTrust Purchasing Group.....	Rayburn
Innovatix, LLC.....	Commerce
MedAssets.....	Capitol Ballroom B,C
Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP) .....	Treasury
Novation, LLC .....	Russell/Hart
Premier healthcare alliance.....	Capitol Ballroom F
Provista .....	Cannon
Yankee Alliance .....	Capitol Ballroom A

In the interest of saving paper and reducing our impact on the environment, hotel floor plans are no longer included in the Expo final program. You may pick up a copy of the floor plans at the registration desk.

As part of the 2011 International Expo Corporate and Social Responsibility Program, HIGPA and HISC are partnering with Clean the World Foundation, Inc. Clean the World Foundation, Inc. saves millions of lives around the globe through its world hygiene revolution, distributing recycled soap and hygiene products to children and families suffering from acute respiratory infection (pneumonia) and diarrheal diseases (cholera), the top two killers of children worldwide.



Clean the World®

# HIGPA and HISCI Association Leaders



*Chair*

**Todd Ebert**

Amerinet, Inc.

*Immediate Past Chair*

**Rand Ballard**

MedAssets

*Chair-elect*

**Jody Hatcher**

Novation, LLC

*Treasurer*

**Mike Alkire**

Premier healthcare alliance

*Secretary*

**John Paul**

HealthTrust Purchasing Group

*Public Policy Chair*

**Lee Perlman**

GNVHA Ventures, Inc. and  
Greater New York Hospital  
Association

## Board of Directors

**Alan Dahlgren**

Minnesota Multistate Contracting  
Alliance for Pharmacy (MMCAP)

**Michelle Pleiness**

HPS

**Perry Polsinelli**

United Pharmacy Partners  
(UPPI, LLC)

**Jeff Primovic**

Child Health Corporation of  
America

**Dan Thomas**

Provista

**Curtis Rooney**

HIGPA President



*Chair*

**Rand Ballard**

MedAssets

*Vice Chair*

**Kim Kersten**

AstraZeneca Pharmaceuticals

*Treasurer*

**Amy L. Rhine-Pallas**

Abbott

*Secretary*

**J.J. Good**

STAPLES, Inc.

## Board Members

**Bill Barr**

Henry Schein, Inc.

**Bob Glover**

Cardinal Health

**Gary Gustafson**

Association of National Account  
Executives (ANAE)

**Ron Hartmann**

MedAssets

**Ash Luthra**

LSL Industries, Inc.

**Fred Pane**

The Medicines Company

**Randall Walter**

Amerinet, Inc.

**Linea Wilson**

Child Health Corporation of  
America

**Curtis Rooney**

HIGPA President

**Meredith Young**

HISCI Executive Director



# Association Members

## HIGPA Members

Amerinet, Inc.  
Child Health Corporation of  
America  
GNYHA Services, Inc.  
Healthcare Coalition of Texas  
HealthTrust Purchasing Group  
HPS  
Innovatix, LLC  
MedAssets  
Medbuy Corporation

Minnesota Multistate Contracting  
Alliance for Pharmacy (MMCAP)  
Novation, LLC  
Premier healthcare alliance  
PRIME  
Provista  
United Pharmacy Partners  
(UPPI, LLC)  
Yankee Alliance

## HISCI Members

Abbott  
Advanced Endoscopy Devices, Inc.  
Agfa HealthCare Corporation  
American Hotel Register Company  
Ameridose  
AmerisourceBergen Services  
Corporation  
APP Pharmaceuticals, LLC  
ArjoHuntleigh  
Association of National Account  
Executives (ANAE)  
Astellas Pharma US, Inc.  
AstraZeneca Pharmaceuticals  
Baxter Healthcare Corporation  
BDI Pharma, Inc.  
Bedford Laboratories  
BSN Medical, Inc.  
Cadence Pharmaceuticals  
Cardinal Health  
CareFusion  
Carestream Health, Inc.  
Compression Therapy Concepts  
Covidien  
Dendreon  
DeRoyal  
The Dial Corporation  
Eli Lilly and Company  
Encompass Group, LLC  
Econdisc Contracting Solutions, LLC  
FFF Enterprises, Inc.  
Fujifilm Medical Systems, U.S.A., Inc.  
GE Healthcare  
Genentech, Inc.  
Georgia Pacific  
GlaxoSmithKline

Henry Schein, Inc.  
Hill-Rom, Inc.  
Hospira  
Independent Stationers, Inc.  
Johnson & Johnson Health Care  
Systems Inc.  
KCI-USA, Inc.  
Lantheus Medical Imaging  
LSL Industries, Inc.  
McKesson  
Medical Strategies International, LLC  
Medi-Tech International Corporation  
Medline Industries, Inc.  
OfficeMax  
Owens & Minor  
Pfizer, Inc.  
Praxair Distribution, Inc.  
The Procter and Gamble Company  
Propio Language Services  
Quest Diagnostics, Inc.  
Sagent Pharmaceuticals  
Sandoz, Inc.  
sanofi-aventis  
Siemens  
Sizewise Rentals  
Smith & Nephew  
Smiths Medical  
STAPLES, Inc.  
Starcraft Northeast  
STERIS Corporation  
Systagenix  
Talecris Biotherapeutics  
Teva Health Systems  
UDL Laboratories, Inc.  
W.L. Gore and Associates, Inc.

## Expo Speakers



**Rand Ballard**, MBA, serves as senior executive vice president, chief operating officer and chief customer officer for MedAssets. His responsibilities include developing leadership, training and accountability for all various functions of MedAssets businesses. Prior to joining MedAssets, Ballard's most recent experience was at Cardinal Health. He was accountable for implementing contracts with subsequent annual sales

of \$1.6 billion. Ballard holds an MBA from Pacific Lutheran University with a triple major in finance, operations, and marketing. He was a Deans' List undergraduate at the United States Military Academy at West Point and holds a Bachelor of Science degree with a concentration in nuclear physics, nuclear engineering, and business law. In addition to his position at MedAssets, Ballard serves as chairman of the Healthcare Industry Supply Chain Institute (HISCI), is immediate past chair of the Healthcare Industry Group Purchasing Association (HIGPA), was chairman of the board of the Meals on Wheels Association of America Foundation, and is vice president of Health Careers Foundation, a non-profit organization addressing the employment needs of our returning veterans, under the Hire Heroes USA program.



**Rick Dana Barlow** has nearly 25 years of professional journalistic experience, with a strong focus in healthcare supply chain management. Currently, he serves as president of Wingfoot Media Inc., a content management and editorial consulting firm; senior editor of *Healthcare Purchasing News*; co-founder and executive director of Bellwether League Inc., the healthcare supply chain leaders' hall of fame; creator

and executive editor of the new *SecondChronicles.com*; and communications adviser for The Center for Modeling Optimal Outcomes. Barlow researched and wrote the book *Central Fabricators Association: 75 Years of Change, 1926-2001, Fabricating for America's Future*, created and developed a business magazine, and has written hundreds of magazine and newspaper articles. He earned both his Bachelor of Science and Master of Science degrees in journalism from Northwestern University's Medill School of Journalism, Evanston, Ill. with concentrations in business reporting, arts criticism, magazine publishing, American history and political science.



**John Benz** has worked for Memorial Healthcare System for more than 25 years in various capacities. He currently serves as senior vice president & chief strategic officer. He is an active member for community services and crisis intervention organizations such as National Association of Public Hospitals, Florida Healthy Kids Corporation, Community Blood Centers of Florida, 211-Broward,

The Coalition for a Healthy South Broward, The United Way of Broward County and Broward College. He holds a master's degree in business from Nova Southeastern University. He also is a diplomat in the American College of Healthcare Executives and has completed a fellowship program offered by The Healthcare Forum.



**John Biggers, Jr.**, serves as senior vice president, Group Purchasing for Premier Purchasing Partners, LP. He currently oversees overall contract strategy development and negotiations for Premier's Group Purchasing Services. Biggers has more than 22 years of experience in business administration, healthcare management, physician relations and financial management. Prior to his current position, he served

in an administrative role with Premier Clinical Laboratory and Imaging Services, responsible for contracting strategy and operations. Biggers also formerly served as vice president of corporate business development for Premier and as team leader for projects focusing on energy services and laboratory services. He received his master's degree in business administration from the University of North Carolina at Charlotte, his bachelor's degree from the University of North Carolina at Chapel Hill and completed a post-graduate executive development program conducted by Northwestern University's Kellogg Graduate School of Management.



**Don Black** is a 35-year veteran of the health industry, with an unusual combination of skills and experiences. He offers talent and expertise as an entrepreneur, CEO, investment banker and health service researcher. Black recently stepped down after 25 years as founding president of Child Health Corporation of America, a diverse business owned by and serving 43 premier children's hospitals. His stimulating, informative and

entertaining style keeps listeners interested and engaged. Through the years, he has been a featured speaker at hospitals, health systems, state and national hospital associations, privately funded healthcare organizations and board of directors meetings.

## Expo Speakers *(continued)*



**Congressman Michael C. Burgess, M.D.**, brings a strong medical background to his position, having spent nearly three decades practicing medicine in North Texas. He was first elected to Congress in 2002, and re-elected in 2004, 2006, 2008 and most recently in 2010. Dr. Burgess serves on the House Energy and Commerce Committee and is the vice chairman of the Subcommittee on Health. He is also a member of two

other subcommittees: Oversight and Investigations, and Energy and Power. He serves on the bicameral Joint Economic Committee and founded the Congressional Health Care Caucus in 2009; he currently serves as its chairman. Dr. Burgess has been an advocate for healthcare legislation aimed at reducing healthcare costs, improving choices, reforming liability laws, and ensuring there are enough doctors in the public and private sector to care for America's patients and veterans. He has played an important role in bipartisan efforts to ensure the safety of food, drugs and consumer products, and has introduced legislation to strengthen our ability to stop dangerous products from coming into the country. Dr. Burgess graduated with both an undergraduate and a master's degree from North Texas State University. He received his M.D. from the University of Texas Medical School in Houston, and his master's degree in medical management from the University of Texas at Dallas. In 2009, he was awarded an honorary Doctorate of Public Service from the University of North Texas Health Sciences Center.



**Dennis Byer** has more than 27 years of experience in the information technology arena. He joined Novation, LLC in July of 2007 and currently focuses on leading Novation's strategy and implementation for the GLN (Global Location Number), the GTIN (Global Trade Item Number) and the GDSN (Global Data Synchronization Network) within member hospitals and the healthcare industry. Byer is a subject matter

expert (SME) for GS1 global data standards and the FDA's Unique Device Initiative. He is also involved in building a new fee-based service that provides GLN Implementation Services, GTIN/GDSN access and Data Cleansing Services to Novation members. Byer is the current chair of HIGPA/CHeS, the HIGPA Committee for Healthcare eStandards, and also serves on the Leadership Team for GS1 US Healthcare and GS1 Global. Byer is the co-chair GS1 US GLN Steering Committee. He has presented on data standards to hospital members, suppliers and industry groups as well as at AHRMM, HIMSS and HIGPA. Prior to joining Novation, Byer was the vice president of information systems for Celtic Life Insurance Company of Chicago, an online individual health insurance provider. He was also the CIO for Consorta, a competing GPO. He has a bachelor's degree from the University of Iowa in Iowa City, Iowa, and a master's degree from Boston College in Chestnut Hill, Mass.



**Robert Cimasi**, MHA, ASA, MCBA, AVA, CM&AA, is currently the president of Health Capital Consultants, (HCC), a nationally recognized healthcare financial and economic consulting firm headquartered in St. Louis, Missouri. He has more than 25 years of experience serving clients in 49 states, with a professional focus on the financial and economic aspects of healthcare service sector entities, including valuation consulting; business intermediary and capital formation services; healthcare industry transactions including joint ventures, sales, mergers, acquisitions, and divestitures; litigation support and expert testimony; and certificate-of-need and other regulatory and policy planning consulting. Cimasi holds a master's degree in health administration from the University of Maryland, and several professional certifications. He has been certified and has served as an expert witness on cases in numerous states, and has provided testimonies before federal and state legislative committees. Cimasi is a nationally known speaker on healthcare industry topics, and is the author of several nationally published books, chapters, articles, research papers and case studies, which are often quoted by healthcare industry press. His latest book, *The Adviser's Guide to Healthcare*, was published in 2010 by AICPA. In 2006, Cimasi was honored with the prestigious Shannon Pratt Award in Business Valuation conferred by the Institute of Business Appraisers. In 2011, he was elevated to the IBA's Master level, its highest professional designation.



**Cathy Denning**, RN, MSN, serves as vice president of Sourcing Operations, Medical, Surgical and Medical-Surgical Distribution for Novation, LLC. She brings 32 years of progressive experience in the healthcare industry to her role. Her responsibilities include providing leadership for Novation's medical and surgical contracting teams and oversight for the distribution and logistics programs. Denning joined Novation as product manager, IV Systems, and has since held a variety of positions, most recently serving as senior director, Contract Services. She holds a bachelor's degree in nursing from William Carey College, Hattiesburg, Miss. where she graduated with special honors and a master's degree in nursing from the University of Alabama School of Nursing, Birmingham, Ala. Cathy is a member of the American Nurses Association, the Texas Nursing Association, Sigma Theta Tau and the National Association of Vascular Access.

## Expo Speakers *(continued)*



**John Easton** was named chief of staff to newly elected Senator Kelly Ayotte of New Hampshire in January of 2011. As Ayotte's top aide, Easton leads the development and execution of the Senator's legislative agenda and communications efforts. In 2009, Easton joined Van Heuvelen Strategies, LLC, where he managed client advocacy efforts on healthcare, energy and tax issues. Between 2002 and 2008, Easton served as chief of staff to Oregon Senator Gordon Smith, where he oversaw the Senator's agenda on the Finance Committee, Energy and Natural Resources Committee and Commerce Committee. Easton also managed Senator Smith's successful 2002 re-election campaign, which was called "the best campaign of 2002" on ABC's *This Week* with George Stephanopoulos. Easton was raised in Portland and earned a BS in journalism from the University of Oregon.



**Todd Ebert**, as president and CEO since May 2007, oversees the strategic vision and operational direction of Amerinet, Inc., a 42,000 member healthcare services organization dedicated to providing practical solutions to help members reduce healthcare costs and improve healthcare quality. In 1991, Ebert joined Amerinet from Intermountain Healthcare, serving in progressive leadership roles, including vice president of Amerinet's pharmacy program, president of Amerinet's private-label company, Amerinet Choice® LLC, executive vice president for contracting operations and purchasing program development units, president of operations, and finally as president and chief operating officer before assuming his current role. Ebert carries extensive experience in several aspects of the healthcare industry. He is a former vice president and general manager of a specialty healthcare product logistics company, a director of hospital and retail pharmacy and has owned and operated a nursing home clinical pharmaceutical consulting company. On an international level, he has provided pharmaceutical consulting to Albanian government officials and healthcare providers. Reflecting his status as an industry expert and a champion for reform in the healthcare group purchasing industry, Ebert is currently chair of the Health Industry Group Purchasing Association (HIGPA) and previously served as treasurer and secretary. He is often requested as a guest speaker for industry events on subjects ranging from pharmacy to group purchasing trends and was also a consultant to President Clinton's Council on Year 2000 Conversion. Ebert holds bachelor's degrees in pharmacy and business management from the University of Utah and a Master of Science degree in pharmacy administration.



**Beth Eckl** is director of the Environmental Purchasing Program for Practice Greenhealth, a nonprofit membership organization providing resources, tools and networking opportunities to support sustainability efforts in the healthcare community. She provides consulting and training services on “greening the supply chain” for healthcare systems, hospitals and group purchasing organizations. Eckl brings more

than 10 years of environmental purchasing consulting experience as principal of EPE Consulting, where she developed procurement programs and policies for fifteen municipalities and several businesses. As program manager with the Alameda County General Services Agency’s Purchasing Department, she achieved success launching one of the earliest “buying green” procurement programs. Eckl holds a bachelor’s degree in interdisciplinary studies, with special focus on energy, environmental science and policy, from the University of North Carolina at Chapel Hill.



**Dave Edwards** is group vice president of business development and supplier relations at Premier Inc. With 25 years of experience in healthcare sales, marketing and management, Edwards is an enthusiastic champion of creating win/win scenarios through collaboration, particularly between healthcare providers and suppliers. He was promoted to his present position in December of 2009 and is

responsible for supplier relations, contract uptake and business development. During his tenure with Premier, he has helped propel the alliance’s purchasing volume from \$12 to \$36 billion. Edwards has won numerous awards and received Premier’s highest honors. Before graduating from DePauw University in 1984, he served two years with the university’s Peace Corps in Costa Rica, Haiti and Honduras. In addition, he was selected for the Georgetown University Institute for Comparative Political and Economic Systems, and worked at the Northeast/Midwest Senate Coalition.

## Expo Speakers *(continued)*



**John Eppard** has served as account executive, institutional national accounts, for sanofi-aventis for the past 22 years. He holds a Bachelor of Science degree in education from Butler University and is a member of the American College of Healthcare Executives (ACHE) and the Healthcare Industry Supply Chain Institute (HISCI). He is also a member of the Expo Steering Committee and is the past Expo committee chairman. Eppard volunteers as a current member of the HISCI Rostering Task Force and was a past member of the Pharmacy Forum Steering Committee.



**C. Frederick Geilfuss, II**, is a partner with Foley & Lardner, LLP and a member of the firm's Health Care Industry Team. He currently serves as co-chair of the Health Care Industry Team Transactions Work Group. Geilfuss counsels health systems, hospitals, medical clinics, rehabilitation agencies, nursing homes and other healthcare providers on general operational concerns, regulatory and business matters. He has considerable experience in healthcare acquisitions, integrated delivery service issues, managed care contracting, defense of providers against government enforcement actions, finance, real estate, administrative and medical staff issues, physician recruitment, fraud and abuse matters and other health law issues. Geilfuss has been recognized as one of the nation's outstanding healthcare transaction lawyers by *Nightingale's Health Care News*. He also has received a Lilly Award for his service on behalf of the mentally ill and was the 2011 winner of the Fran Swigart Award for Board Leadership. He has written and spoken extensively on healthcare business transactions, most recently with a particular emphasis on accountable care organizations, physician practice acquisitions and capital raising activities for tax-exempt hospitals. Geilfuss received a J.D. from the University of Wisconsin Law School, a master's degree from the University of Wisconsin School of Economics, and a bachelor's degree from Williams College.





**Jody Hatcher** is president & CEO of Novation, LLC, the healthcare contracting services company for VHA Inc. and the University HealthSystem Consortium (UHC). Hatcher has nearly 20 years of experience working on behalf of VHA and UHC members. During his tenure with the company, he has been responsible for a number of key business areas. In previous roles, Hatcher also served as senior vice president of

marketing, strategic planning, member and market research, business development, marketing and communications, public relations and NOVAPLUS® brand management. He has also played a crucial and visible public role in leading Novation's public policy efforts and other key initiatives. Hatcher earned his bachelor's degree from the University of Texas at Arlington and his master's degree in business administration from the University of Dallas in Irving.



**Tim Hopkins** is co-founder and president of MedApproved, LLC, a nationwide web-based hospital supply chain management company based in Cleveland, Ohio. MedApproved is the first and only company in healthcare to begin providing healthcare facilities and suppliers with a web-based solution to better manage the new product introduction and review process. MedApproved's clients represent

some of the most respected health systems in the country, such as BJC Healthcare, Novant Health, Emory Healthcare, and Shands Healthcare. Hopkins graduated from Ohio University with his BBA in finance and marketing. Before starting MedApproved, Hopkins served in various management positions within the medical device industry. His previous professional experience encompassed sales and marketing of various surgical lasers, developing company growth initiatives and opening, staffing and managing new business markets.



**Brent Johnson** is vice president of Supply Chain & Imaging Services and chief purchasing officer for Intermountain Healthcare, based in Salt Lake City, Utah. Johnson's responsibilities include directing over 600 employees that support the various corporate company functions. He has a passion for supply chain management and has more than 25 years of senior management and consulting experience. In the past

six years, Johnson has created an industry "top 25 Gartner" supply chain organization, achieving over \$180 million in savings and exceeding the \$20 million annual goal given to him when he was hired. With this success, Brent was entrusted with leading an aggressive corporate-wide Imaging Services strategy. Johnson holds an MBA from the University of Utah.

## Expo Speakers *(continued)*



**Ed Jones** is currently the COO of HealthTrust Purchasing Group and oversees all clinical operations and all national/ regional agreements for medical equipment, medical/surgical, physician preference, and pharmacy supplies, as well as all non-medical supplies, information systems and tele communications. With more than 20 years of healthcare experience, Jones formerly served as vice president of HCA's eastern

group, where he was responsible for all facets of supply chain activities for approximately 100 acute care facilities. As division director of materials management for HCA's Richmond Division, Jones developed and implemented one of HCA's first materials management re-engineering projects for the five-hospital system. He earned his bachelor's degree from Virginia Commonwealth University.



**Katty Kay** is the Washington correspondent and anchor for *BBC News*, reporting on U.S. news and politics. Kay's career with the *BBC* began in 1990, filing radio reports in Zimbabwe for *BBC World Service* radio. She later covered the end of apartheid in South Africa. Kay gained experience as a *BBC* correspondent in London—and later, Tokyo—reporting on stories including the Kobe earthquake

and the Japanese economic recession. In 1996, she settled in Washington, where she took some time out of broadcast journalism to join *The Times* Washington bureau. She returned to the *BBC* in 2002. From Washington, Kay has covered sex scandals in the Clinton administration and four presidential elections, as well as wars in Kosovo, Afghanistan and Iraq. She also witnessed firsthand the huge change in American policy and psyche brought on by the attacks of September 11. Kay was at the Pentagon just 20 minutes after a hijacked airplane flew into the building; one of her most vivid journalistic memories is of interviewing soldiers still visibly shaking from the attack. Kay is a contributor on *Meet the Press*, *The Chris Matthews Show* and *Morning Joe*. She is also a regular guest host for Diane Rehm on NPR. Kay co-authored the *New York Times* bestseller *Womenomics: Write Your Own Rules for Success*, which discusses how women's management style is ideally suited to the new business world, resulting in more profitable companies with happier employees.



**Pat Klancer**, MHA, CMRP, FCPHM, provides leadership to the Diagnostix consultants and utilization managers on developing and implementing programs to help members recognize and sustain significant supply chain savings. Through state-of-the-art data management and analysis tools, Diagnostix helps healthcare providers identify cost savings opportunities, manage contracts, reduce supply chain expenses and eliminate

pricing variances. Klancer's leadership was a driving force in the development of the Amerinet Savings Roadmap, a program that has delivered more than 800 savings analyses in its first three years of operation. Klancer brings more than 25 years of experience in the healthcare supply chain industry. She has worked as a supply chain consultant, and consulting engagements have included supply chain assessments, materials management, information systems and non-salary expense reductions. Klancer also served as a hospital-based materials director. Her ability to communicate with clinicians, administrators, staff and vendors enabled her to achieve win/win results in operations, systems implementation, supply chain excellence and negotiated best pricing. In addition, Klancer managed a portfolio of contracts for a multi-hospital cooperative and implemented a value analysis program that generated a total savings of \$14 million. Klancer is a published author in *Healthcare Purchasing News*, *Journal of Healthcare Materials Management* and *Hospital Materials Management Quarterly*. She has also lectured for Amerinet's Inquisit Speakers' Bureau, AHRMM, HCMMS, HFMA Chapters and several other groups. Educational credentials include a Master of Health Administration and Bachelor of Arts in Psychology.



**Diane Major** is a former top GOP leadership aide on healthcare and is currently lead lobbyist on healthcare policy and chief Republican strategist for VH Strategies. She specializes in helping trade association and freestanding healthcare clients navigate difficult Medicare and Medicaid legislative challenges. Prior to assuming her current role with VH Strategies, Major joined The Bockorny Group in February 2005, and since

then, has secured a number of victories on behalf of her clients ranging from minimizing congressional investigations to spearheading broad industry legislative authorization initiatives. As providers increasingly encounter scrutiny by the House and Senate Judiciary Committees, Major has also helped present their concerns through a unique healthcare lens. In addition, she has helped clients resolve regulatory matters. Prior to joining The Bockorny Group, Major served as the primary healthcare policy analyst for the Senate Republican Policy Committee, chaired by Senate Republican Whip Jon Kyl (R-Ariz.). In this position, Major was responsible for coordinating all health legislation with the Bush administration and GOP Leadership considered on the Senate floor. In addition, she helped staff Senator Kyl during the Medicare Modernization Act conference. Major served as senior associate director of Federal Relations for the American Hospital Association (AHA), where she played an integral role in devising the association's strategy on Balanced Budget Act hospital payment relief. Before joining the AHA, Major handled health policy issues for the late Senator Craig Thomas (R-Wyo.), who was a member of the Senate Finance Committee.

## Expo Speakers *(continued)*



**P. J. O'Rourke** has established himself as America's premier political satirist, with more than 1 million words of trenchant journalism under his byline and more citations in *The Penguin Dictionary of Humorous Quotations* than any living writer. He is the bestselling author of 12 books, most recently *Don't Vote: It Just Encourages the Bastards*. Both *TIME* and *The Wall Street Journal* have labeled O'Rourke "the funniest

writer in America." O'Rourke attended Miami University in Oxford, Ohio, and graduate school at Johns Hopkins, where he was a Woodrow Wilson Fellow. After receiving an MA in English, he worked at small newspapers in Baltimore and New York. In the early 1970s, he joined *The National Lampoon*, where he became editor-in-chief. He later worked as a foreign correspondent and has covered crises and conflicts in more than 70 countries. O'Rourke has written for a wide range of publications, including *Car & Driver*, *The American Spectator*, *Forbes FYI*, *The Atlantic Monthly* and *Rolling Stone*, where he was the foreign affairs desk chief for 15 years. Covering current events with the skill and discipline of an investigative reporter, O'Rourke adds a unique spin that has earned him a reputation as a modern-day Will Rogers. Whether dealing with the inner workings of Washington bureaucracy or the shifting political and economic sands of the new world order, O'Rourke proves himself to be a savvy guide to national and world affairs. His razor-sharp insights never fail to inform and entertain.



**Fred Pane**, RPh, BS Pharmacy, FASHP, is currently employed as a senior director for The Medicines Company, Parsippany, N.J. He is developing company customer relationships with pharmacy leadership, clinical pharmacy, hospital administration and leaders in quality assurance and performance improvement, along with private payers, addressing operational efficiencies and clinical outcomes associated with

various patient care models, including accountable care organizations. He has a focus on comparative effectiveness and publishes and presents on timely healthcare related topics to health-system pharmacists and hospital administrators. He is also a member of the ACHE-NJ Education Committee. Previously, Fred worked with the GPO Premier, Inc., Charlotte, N.C., as senior director, pharmacy affairs, where he focused on government advocacy related to drugs (CMS), pay for performance, value-based purchasing, core measures and supply chain issues. Fred received his BS in pharmacy from St. John's University, School of Pharmacy, Jamaica, N.Y., and graduate studies in healthcare leadership at The University of Pennsylvania, Wharton School of Business, Leonard Davis Institute, Philadelphia, and Thunderbird College through Mid Western University. He is a fellow of the American Society of Health-system Pharmacists, a member of the American College of Healthcare Executives and a board member of the Healthcare Industry Supply Chain Institute (HISCI). He has numerous professional publications and has made many professional presentations.



**Lee Perlman** is president of GNYHA Ventures, Inc., a wholly owned, for-profit subsidiary of the Greater New York Hospital Association (GNYHA). In the past 25 years, he has been responsible for the development of GNYHA Ventures' business entities, which have grown to five companies serving more than 20,000 members and producing nearly \$10 billion in commerce. Perlman is also GNYHA's executive vice

president of administration and is the chief financial officer. Perlman currently serves as chairman of the Steering Committee of the Healthcare Group Purchasing Industry Initiative (HGPII) as well as the public policy chair for the Health Industry Group Purchasing Association (HIGPA). He has also served on the Board of Premier, National Center for Healthcare Leadership, and founded the GNYHA Summer Enrichment Program, placing diverse students in healthcare summer internships.



**Les Popiolek** is currently the senior vice president of Strategic Sourcing & Procurement Solutions for MedAssets. He leads the MedAssets Strategic Sourcing & Procurement Solutions divisions with the Spend and Clinical Resource Segment. Prior to joining MedAssets, Popiolek served as chief technology officer for Broadlane before it was acquired by MedAssets in 2010. He is one of the

founding members of Broadlane, where he held leadership roles in group purchasing, information technology, and operations between 1999 and 2010. Prior to Broadlane, Popiolek was the principal owner of an internet start-up company and held various positions at Premier, Inc. and Cap Gemini Ernst & Young, LLC. He has extensive experience in designing and building solutions for healthcare procurement. He holds a bachelor's degree in finance from the University of Illinois at Chicago.



**Timothy Randall** is senior director and the national spokesperson for the Advisory Board Company, a for-profit, publicly-traded research firm serving more than 2,600 of America's leading hospitals and health systems. He is responsible for presenting the firm's research findings to member institutions on-site. Prior to joining the teaching faculty, Randall worked in the member services division of the firm where he

became steeped in the extensive library of Advisory Board research. In his travels for the faculty, he presents research from the Health Care Advisory Board, Clinical Advisory Board, and Philanthropy Leadership Council. Randall received his bachelor's degree in english literature and theology from Georgetown University.

## Expo Speakers *(continued)*



**Tim Rezash** is currently group vice president of purchasing services for Child Health Corporation of America. His team is responsible for contracting initiatives for the surgical services, nursing, cardiovascular, clinical capital, non-clinical, facilities and construction service lines, as well as med/surg distribution. His team interfaces with CHCA's 43 pediatric specialty hospitals' Supply Chain Forum, OR

Directors Forum, Cardiology Directors Forum, and Respiratory Forum, as well as various performance improvement collaborative initiatives. Prior to joining CHCA, Rezash enjoyed almost 12 years with Premier, Inc., where he was honored in 2008 with Premier's Values Award, given annually to employees who exemplify Premier's values of integrity, passion for performance, focus on people, and innovation. That same year, he was also the recipient of Premier's Sourcing Employee of the Year Award. Rezash holds two bachelor's degrees in the performing arts, as well as master's degrees in communications, mental health counseling and clinical psychology.



**Lamont Robinson** currently serves as senior director of supplier diversity for Novation, LLC, the contracting partner of VHA and the University HealthSystem Consortium in Oak Brook, Ill. At Novation, he directly oversees the supplier diversity programs for Novation, VHA and Provista (Novation's sister company) and provides support to the UHC. Robinson's passion for supplier diversity allows him to incorporate creativity

into solutions needed for hospitals, academic medical centers, colleges and universities, which brings positive change to the communities in which these organizations reside. He was honored as one of the nation's eight catalysts for supplier diversity professionals from 2000-2010 by *Minority Business News USA* magazine, and the supplier diversity program that he leads was honored by the same magazine in 2010 as one of the top 101 supplier diversity programs. Robinson received the 2010 Corris Boyd Leadership and Diversity award from the Federation of American Hospitals, which recognizes an individual or company that has made an outstanding contribution in fostering leadership and workplace diversity in the health care industry. He attended Lake Forest College in Lake Forest, Ill., then worked for Lake County Forest Preserves while he earned his MBA from Keller Graduate School of Management. After receiving his MBA, he served as senior purchasing agent for Abbott Laboratories. He joined VHA, Inc. (a national healthcare alliance) in 2009 as their director of business development and supplier diversity, creating their supplier diversity program.



**Melissa Schulman** is one of the most prominent Democratic lobbyists in Washington. Schulman joined The Bockorny Group after almost 14 years of service as one of the top Democratic leadership staffers in Congress and as a senior aide to current House Democratic Whip Steny Hoyer (D-Md.). She continues to serve as a key outside advisor to both the House and Senate Democratic leadership on policy issues and has often been hailed as one of Washington's "go-to" lobbyists by Capitol Hill media. While working on the Hill, Schulman was cited among Roll Call's list of Top 50 Congressional staff. As a consultant, Schulman is cited as a leading Democratic lobbyist in publications such as *The Hill* and *National Journal Magazine*. A principal at the firm, Schulman is the senior Democratic lobbyist and manages The Bockorny Group's Democratic team, overseeing all aspects of client relationships.



**Tom Sweatt** is executive vice president, Health Systems, of the Encompass Group, LLC. He has served as part of the healthcare industry for 31 years, gaining considerable experience in various sales and sales management positions. Sweatt has contributed his expertise to Tecno Medical Products and Paperpak Products, and has served in his current position at the Encompass Group, LLC for the last nine years. He has spent the last 19 years working with group purchasing organizations. A native of Nashville, Tenn., he has a BS in Business Administration from the University of Tennessee, Knoxville and currently resides in Colleyville, Tex.



**Bob Van Heuvelen** launched Van Heuvelen Strategies, LLC in 2007. Drawing on his career experience both on Capitol Hill and in the executive branch, he advises clients on a wide variety of legislative and political issues. Van Heuvelen served as chief of staff to Senator Kent Conrad (D-N.D.) from 1997 to 2007. Having earned a reputation for collegial bipartisanship, Van Heuvelen helped form the Bipartisan U.S. Senate Chiefs of Staff organization. Before his work in the Senate, Van Heuvelen was the director of civil enforcement at the U.S. Environmental Protection Agency from 1991 to 1997, earning the EPA Gold Medal. Van Heuvelen graduated with honors from Macalester College; obtained a masters degree in public policy from the Humphrey School at the University of Minnesota; and was awarded his law degree from the George Washington University in Washington, D.C. He is a member of the District of Columbia Bar Association.

## Expo Speakers *(continued)*



**Randall Walter**, FACHE, is executive vice president, contracting and enterprise solutions, for Amerinet, Inc. and currently leads all of the company's clinical and non-clinical supply chain services. He oversees contracting, quality and patient safety, DataBay Resources and Amerinet's Clinical Advantage Program. Walter joined Amerinet in 2004 as executive vice president of Amerinet Central, where he led the

company's group purchasing division and oversaw sales and contracting efforts. Before he joined Amerinet Central, Walter was vice president of operations at VHA Inc., where he oversaw seven sales territories which accounted for more than \$175 million in revenue, and worked to enhance operations at multiple hospitals, supported program implementation and managed a consulting team. Walter also brings extensive provider experience to Amerinet through his work as assistant vice president, operations, at Northwest Health System Inc. in Springdale, Ark., and director of laboratory services at Springdale Memorial Hospital. Walter holds a bachelor's degree in microbiology from the University of Arkansas and a master's degree in health administration from the University of Colorado. He is a graduate of the U.S. Army Command and General Staff College, United States Army Reserve School.



**Rick Weinberg** has more than 35 years of experience in the healthcare product supply industry, ranging from distribution, sales management, and national accounts. He joined Covidien with the acquisition of Sherwood Davis and Geck in 1988. As vice president of national accounts for Covidien, Weinberg is responsible for GPO contracting for all major Covidien business platforms. His prior roles include

vice president of sales for several Sherwood divisions as well as other key management positions. He has and continues to serve on several industry committees over the course of his career.





# HIGPA and HISCI Missions

## HIGPA Mission

### Defining Our Purpose

The mission of the Health Industry Group Purchasing Association focuses on five key areas:

- **Advocacy:** We work collaboratively with all legislative and regulatory authorities to ensure 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 and the standards adopted by the Healthcare Group Purchasing Industry Initiative that are intended to strengthen the integrity of the healthcare supply chain.
- **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.

## HIGPA 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, and 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.

## HIGPA and HISCI Missions *(continued)*

### HIGPA Values

#### Identifying Our Guiding Principles

To accomplish our mission and realize our vision, we adhere to these values:

- **Responsibility:** Our activities focus ultimately on benefiting the patient.
- **Responsiveness:** We actively communicate with our members.
- **Quality:** We provide high-quality products and services to its 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 its 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 its members.
- **Fair Competition:** We contribute to the maintenance of an open, competitive market.
- **Innovation:** We look for in product and service development 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.

### HISCI Mission

The Healthcare Industry Supply Chain Institute (HISCI) is a collaborative association that represents the entire healthcare supply chain, including suppliers/manufacturers and group purchasing organizations. HISCI serves to improve and increase efficiencies within healthcare through best practice sharing, education and networking.

The HISCI promise to its members is to be a "performance improvement" organization. HISCI will provide a solutions-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.

# 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.

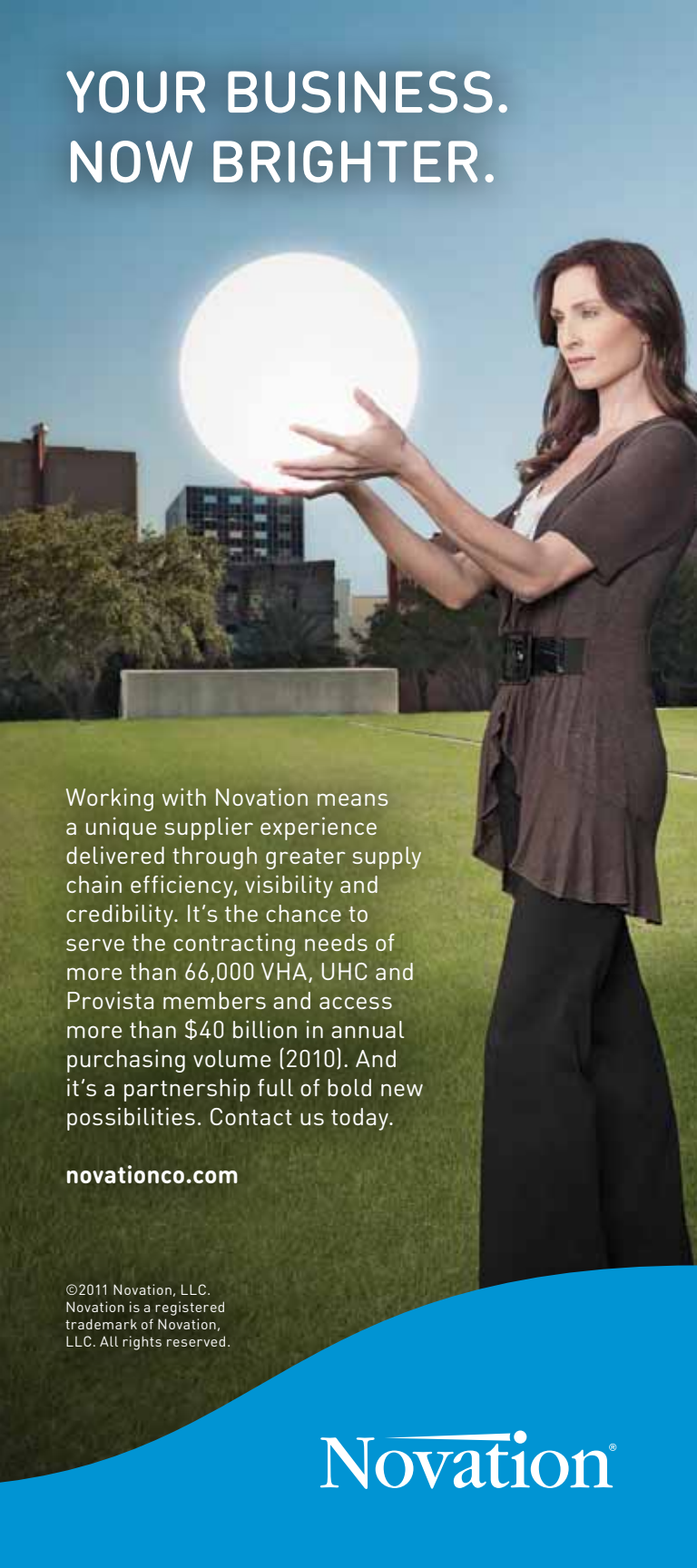
Any agreement not to compete among business firms also violates the antitrust laws. Accordingly, no discussion of division of territories or customers, or limitation on nature of business, may be held at any HIGPA function. Joint refusals to deal (boycotts) are likewise unlawful, and no discussions related 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 I, 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.

# YOUR BUSINESS. NOW BRIGHTER.



Working with Novation means a unique supplier experience delivered through greater supply chain efficiency, visibility and credibility. It's the chance to serve the contracting needs of more than 66,000 VHA, UHC and Provista members and access more than \$40 billion in annual purchasing volume (2010). And it's a partnership full of bold new possibilities. Contact us today.

[novationco.com](http://novationco.com)

©2011 Novation, LLC.  
Novation is a registered  
trademark of Novation,  
LLC. All rights reserved.

**Novation**<sup>®</sup>