

# Supplier Education

## Session Descriptions

### Supplier Education – Session 1 | Tuesday, Sep 20 | 9:45 – 10:25 a.m. and 10:35 – 11:15 a.m.

**Title:** The changing definition of value: How are you optimized for sustainable success?

#### Overview

Health care providers are operating in a high-pressure, low-margin environment. More than ever, they are looking to develop differentiated relationships with select industry partners to solve some of their biggest challenges. For a supplier, there are many aspects to consider when building out a tailored and unique value proposition. In this session, you will learn about critical trends and topics to consider and how you can leverage Vizient capabilities to amplify how you position and deliver solutions to the pervasive challenges facing health care today.

#### Key learning objectives

- Learn why health care providers are thinking differently and expecting more of their suppliers and partners
- Understand what is top of mind for health systems as they consider the ideal supplier partner of the future
- Exploring the differential value on the strategic pathways of health equity, supplier diversity, supply assurance, price assurance and environmentally preferred sourcing

#### Keywords

Health equity, supplier diversity, environmental sustainability, supply assurance, supply chain disruption, price assurance, margin pressure, supplier performance, partnership, differentiated connectivity, sustainable partnerships, optimize performance, insights, thought leadership, supply pedigree

#### Speakers and credentials

Kevin Galyean, VP, Strategic Supplier Performance  
Cristina Indiveri, AVP, Strategic Programs and Contract Services  
Kevin Johns, Senior Director, Supply Assurance  
Shaleta Dunn, AVP, Member Diversity and Community Initiatives

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## Session Descriptions

### Supplier Education – Session 2 | Tuesday, Sep 20 | 9:45 – 10:25 a.m. and 10:35 – 11:15 a.m.

**Title:** The new growth equation: Are you positioned for success?

#### Overview

As the COVID impacts on the health care market persist – and economic pressures drive changes to care redesign and workforce – we're finding that new strategies are needed for sustained success. It's time to take a fresh look at how things are changing so you are better aligned for growth. In this session, we will review the updated landscape related to site of care shifts, explain how health systems are segmenting their areas of focus and how you can better understand the value analysis process to partner more successfully with provider organizations.

#### Key learning objectives

- Understand how health systems are urgently moving patients to alternative settings of care
- Recognize how you can better partner to support 'selective' and 'targeted' growth
- Learn how the value analysis process is changing to align with new definitions of value (e.g., workforce and process efficiency, readmissions, length of stay)

**Keywords:** Sustainable growth, value analysis, shifting sites of care, value analysis, partnerships, differentiated connectivity, sustainable partnerships, optimize performance, insights, thought leadership

#### Speakers and credentials

Jeff Moser, Principal, Sg2

Amy Brouhle, RN, BSN, MBA, MHA, National Vice President, Supplier Strategy, Vizient/Sg2

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## Session Descriptions

### **Joint Member/Supplier Session – Tuesday, Sep 20 | 2:45 – 3:45 p.m.**

*The Power Huddles need to match overall timing of the 60 minute session, 15 minute break, 45 minute structure.*

#### **Title: Patient care utilization trends and the impact on spend projection**

#### **Overview**

Patient care demand continues to grow in the outpatient market and the inpatient environment continues as shift to more complexity. Growth and care complexity impacts supply spend. In this session, you'll hear directly from Vizient members and suppliers on how are they changing the way they anticipate supply spend budgeting. Additionally, you'll better understand how more sophisticated budgeting creates opportunities for provider/supplier collaboration.

#### **Key learning objectives**

- Understand care utilization trends by service line across the inpatient and outpatient environment
- Gain insights on how utilization changes impact spend strategy
- Learn how organizations are tying utilization projections to supply chain spend budget

**Keywords:** Collaboration, outcomes, relationships, processes, growth, enhanced patient care, differentiated connectivity, sustainable partnerships, optimize performance, insights, thought leadership

#### **Speakers and credentials**

Jeff Moser, Principal, Sg2 – Session Facilitator  
Maddie McDowell, MD