

# 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: Earning mindshare and building sustainable partnerships

#### Overview

Healthcare 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 healthcare today.

#### Key learning objectives

- Learn why healthcare 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  
Eric Lam, Associate Principal, Intelligence  
Shoshana Krilow, SVP, Public Policy and Government Relations

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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 healthcare 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

**Supplier Education – Session 3 | Tuesday, Sep 20 | 2:45 p.m. – 3:45 p.m.**

**Title:** Navigating the Evolving Pharmacy Landscape: Are you ready?

### Overview

As health care systems emerge into a post-pandemic world and a shifted landscape, they are more focused on growth — requiring new and dynamic solutions. For suppliers, this presents many opportunities to support these new areas and build a unique value proposition for all types and sizes of health systems. In this session, you will learn about critical trends and topics to consider and how you can leverage Vizient pharmacy capabilities and solutions to enhance your market position and partner with health systems to navigate these changes.

### Key learning objectives

- Distinguish how today's health system needs differ from the past and identify how pharmacy is a strategic contributor to the future of the health system
- Explore the differential value that can be delivered in partnership with various pharmacy solutions that directly impact member performance

### Keywords

Pharmacy, pharmaceuticals, supply assurance, supplier performance, differentiated connectivity, sustainable partnerships, optimize performance, insights, thought leadership, Novaplus, aggregation networks, oncology

### Speakers and credentials

Mittal Sutaria, SVP, Pharmacy Solutions  
Azra Behlim, AVP, Pharmacy Sourcing & Program Services  
Doug Kucera, AVP, Contract Services, Pharmacy  
Jimmy Loftin, Sr. Director, Contract Services, Pharmacy  
Ginger Ertel, VP, Pharmacy Member Networks

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## Session Descriptions

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

**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 they are 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

- Outline care utilization trends by service line across the inpatient and outpatient environment
- Explain how utilization changes impact spending strategy
- Hear from providers and industry on how spend projection is evolving

**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

Angelique Vuilleumier, Director of Supply Chain, Legacy Health

Ginger Henry, Vice President of Supply Chain, Legacy Health

Dudley Poppens, Senior Vice President, Sales, Compass One Healthcare

Dennis Regan, Sr. Director, Commercial Operations, Stryker Instruments