

Betty J. Sipes
Arkansas Hospital Association
419 Natural Resources Drive
Little Rock, AR 72205



*Invites you to
Join them in Little Rock
For a **FREE** Educational Seminar.*

**SOCIETY FOR ARKANSAS HEALTHCARE PURCHASING AND
MATERIALS MANAGEMENT**



an affiliate of the

ARKANSAS HOSPITAL ASSOCIATION

Fall Education Seminar

***October 14, 2010
Arkansas Hospital Association***

PROGRAM AGENDA

Thursday, October 14, 2010

8:30 -8:55 a.m. **SAHPMM Registration and Breakfast (Sponsored by DeRoyal),
Class Room, Arkansas Hospital Association,
Little Rock**

8:55 a.m. **Welcome**
Fred Looper
SAHPMM President
North Arkansas Regional Medical Center

9:00-10:15 a.m. **Implementing a Successful Value Analysis Program**
Laura Kittle, Consultant
Navigant Consulting

Lisa McIntosh, Consultant
Navigant Consulting

Herk Johnessee, RN, BSN, MSCIS
Navigant Consulting

Items covered will include:

- *VAT Structure*
- *Utilization Top Ten Successes*
- *Processes of Moving Items Through VAT*

10:15-10:30 a.m. **Break**

10:30 a.m.-11:30 **Value Analysis Roundtable**
Hosted by St. Bernards Healthcare

Charles Griffin and Sheresa Exum will present St. Bernard's Value Analysis structure and share some successes and challenges.

Whether you have a formal Value Analysis program or not, please come prepared to share expense reduction success stories from your organizations. The more we share, the more we learn.

11:30-12:30 **Lunch (Corky's Barbeque)**

12:30-2:00 p.m. Making Dollars and Sense out of Wound Care Products
Barbara S. List, BSN, RN, CWOCN, Wound Care Specialist
DeRoyal Industries

Understanding the differences between wound care products is a daunting experience, weighing the clinical concerns and cost effectiveness. How do you determine between the different companies “greatest and latest”?

2:00-2:15 p.m. Break

2:15-3:00 p.m. High Cost Physician Preference Products in Orthopedics and Cardiology
Terri Cain, RN, BSN, Senior Clinical Consultant
The Broadlane Group

Can there be a balance between costs and clinical preferences in Orthopedics and Cardiology? The answer is YES! This program will address several strategies used in organizations who have successfully managed these high cost specialties. Topics will include:

- *Contracting options for Orthopedic and Cardiology Implants*
- *Beyond implant costs-where else to look for supply chain improvements*
- *Clinician engagement*
- *Introduction of new technology*

3:00 p.m. Adjournment

About Our Speakers

Laura Kittel, Consultant, Navigant Consulting, has worked in supply chain consulting for the past two years in two academic medical centers. She has worked with clinical, nonclinical, lab and pharmacy teams.

Lisa McIntosh, Consultant, Navigant Consulting, has extensive experience in operations efficiency, inventory management, and customer relationship management in various industries.

Herk Johnessee, RN, BSN, MSCIS, Navigant Consulting is a Nurse Consultant with 25 years of extensive clinical healthcare experience in academic and community hospitals. He has over 6 years of clinical consulting experience in supply chain, labor, and interim management. Herk also currently practices as a flight/transport nurse for adult, pediatric and neonatal patients.

Barbara S. List, BSN, RN, CWOCN, Wound Care Clinical Specialist, DeRoyal Industries, is responsible for education to physicians, clinicians and sales representatives. She works on current research projects and is an advocate for nursing in professional development opportunities. She has over 26 years of nursing experience.

Terri Cain, RN, BSN is Senior Clinical Consultant in the Broadlane Group’s Physician Preference division. She has over 30 years of experience in Surgical Services including the roles of staff nurse, perioperative educator, administrator, and consultant. Terri specializes in assisting hospitals with the implementation of realistic and sustainable changes in clinical supply management practices.

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See Directions below for location of meeting.
Arkansas Hospital Association
419 Natural Resources Drive
Little Rock, AR 72205

DRIVING DIRECTIONS TO AHA BUILDING

From I-630 West:

Follow I-630 West from Downtown Little Rock until it terminates at Shackleford Road. Turn RIGHT onto Shackleford and follow to the traffic signal at Markham. Turn RIGHT onto Markham and follow about two blocks through the traffic signal at Executive Ct. Immediately past Executive Ct., turn LEFT onto Natural Resources Drive. The AHA building, a two-story red brick structure with twin chimneys, can be seen on the right about two blocks away.

From I-430 South:

Take Exit 6 and merge right onto Shackleford Road. Follow Shackleford Road to the traffic signal at Markham. Turn RIGHT onto Markham and follow about two blocks through the traffic signal at Executive Ct. Immediately past Executive Ct., turn LEFT onto Natural Resources Drive. The AHA building, a two-story red brick structure with twin chimneys, can be seen on the right about two blocks away.

From I-430 North:

Take Exit 5 and follow to Stop sign at Shackleford Rd. Turn LEFT onto Shackleford Road and follow about two miles to the traffic signal at Markham. Turn RIGHT onto Markham and follow about two blocks through the traffic signal at Executive Ct. Immediately past Executive Ct., turn LEFT onto Natural Resources Drive. The AHA building, a two-story red brick structure with twin chimneys, can be seen on the right about **two** blocks away.



www.sahpmm.org

REGISTRATION FORM

Please register the following person(s) for the SAHPMM educational seminar on October 14, 2010 at Arkansas Hospital Association in Little Rock, Arkansas.

REGISTRATION FEE

Educational Seminar

(Lunch from Corky's included.)

Free for SAHPMM Members

Free for Registered Guests

Meeting is Free but registration is required for meals.

PERSONS ATTENDING

Name

Title

E-mail

Name

Title

E-mail

Hospital

Address

City, State, Zip

Phone Number

Please return to:

Betty J. Sipes, Registrar
Arkansas Hospital Association
419 Natural Resources Drive
Little Rock, AR 72205
Telephone - (501) 224-7878
Fax - (501) 224-0519

REFUNDS AND CANCELLATIONS

If cancellations are received after Friday, October 8, no refund will be issued. Registrations that are phoned in or faxed are subject to the same cancellation policy. Cancellations must be received by mail or fax.

DRESS CODE

Casual attire is acceptable for the seminar.

ROOM RESERVATIONS

For anyone requiring lodging, room reservations are the responsibility of the individual attendees.

Springhill Suites
306 Markham Center Drive, Little Rock
(501) 978-6000
www.marriott.com

Room Rate: \$105.00 (This rate is guaranteed through December 2010.) This hotel is within walking distance of the AHA.

When making a reservation, request the Arkansas Hospital Association room rate and then provide one of the 4-letter codes below for your requested room type:

- **DDST** - studio suite with 2 full sized beds and a pull out sleeper sofa.
 - **KSTE** - studio suite with 1 king size bed and a pull out sleeper sofa.
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