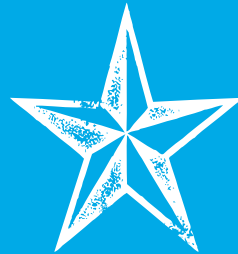




innovatix
+
ESSENSA

**NATIONAL
MEETING
& EXPO 2017**

**Austin, TX
Oct 9-11**



#InnovatixEssensa17

CONTENTS

- 1 Welcome Letter
- 2 Hilton Austin Hotel Maps
- 3 Schedule at a Glance
- 4 Accreditation Information
- 5 Full Schedule
- 22 Speaker Biographies



Welcome to the 2017 Innovatix + Essensa National Meeting & Expo. We're pleased to host this year's event in Austin, a city known for its innovation, vitality, and prosperity. We couldn't ask for a more fitting backdrop for three days of engagement and collaboration.

This year marks the tenth anniversary of our first National Meeting in Austin. Much has changed since 2007 for our companies and our members. One of the most notable changes took place late last year, with the acquisition of Innovatix and Essensa by Premier. You'll see in our programming throughout the meeting how we've begun to draw upon Premier's resources to better serve you, our members.

One thing that has not changed for Innovatix and Essensa is our values. Our highest priority remains to do everything we can to ensure that our members continue to thrive. We understand that your success is predicated upon our ability to lower your operating costs so that you can provide the best care and services to patients and customers. To that end, your success is our success. As we work together to build the most successful purchasing program for the non-acute healthcare and business communities, our members remain the most important piece of the puzzle.

Throughout this meeting, we hope to engage you, inspire you, and ultimately help you improve your business. You'll learn about:

- Initiatives that analyze member purchasing to uncover savings opportunities (show us your spending!);
- New programs such as Innovatix Accreditation Advisory Services and Innovatix Credentialing Counsel, which support emerging pharmacy needs; and
- Future plans to provide members with an improved online purchasing and delivery process.

Our educational sessions feature nationally recognized experts addressing:

- Clinical topics (biosimilars and the new drug pipeline);
- Government and regulatory issues (thriving in a value-based care system);
- Business and operational matters (managing a diverse workforce); and
- Purchasing and supply chain topics (putting data to work for your business).

This year we also feature our most expansive Exhibition Hall ever, with more than 120 suppliers on hand to showcase their products and the value they provide to our members. One of the unique features of our meeting is the interaction we encourage among members and suppliers, extending beyond the Exhibition Hall and throughout the event. Please take advantage of this opportunity to engage with suppliers and work together toward common goals.

Finally, we recognize the challenges people and businesses here in Texas face in the aftermath of the flooding caused by Hurricane Harvey. Innovatix and Essensa will be contributing to the recovery efforts, and we ask that you join us.

Thank you to all of our members, suppliers, speakers, colleagues, and guests for joining us this week. You continue to inspire and energize me, and I look forward to an outstanding meeting.

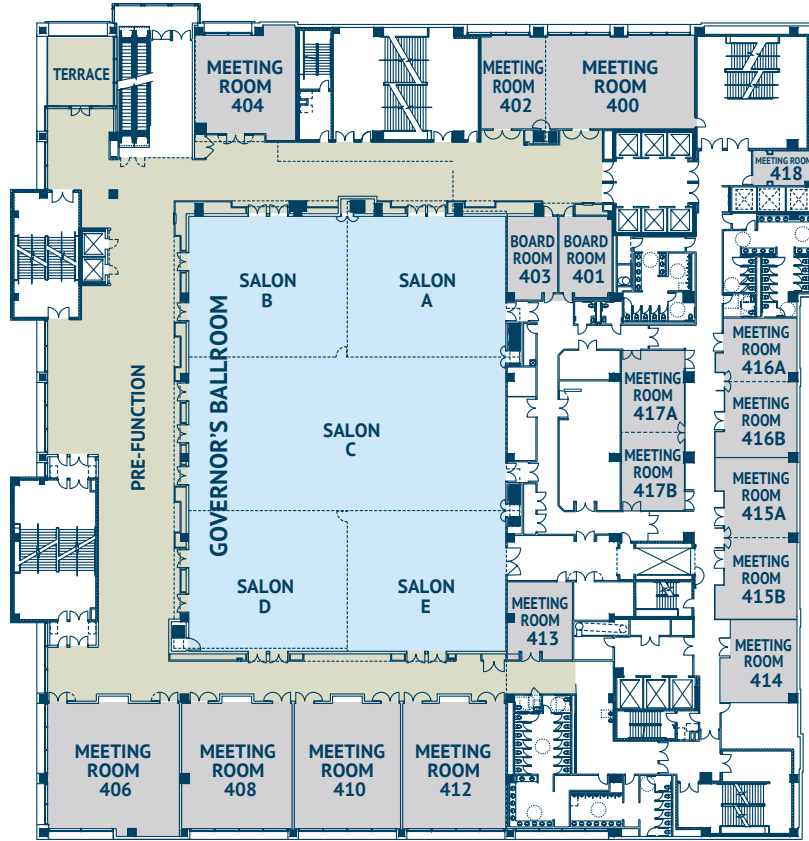


John P. Sganga
Senior Vice President,
Alternate Site Programs
Premier

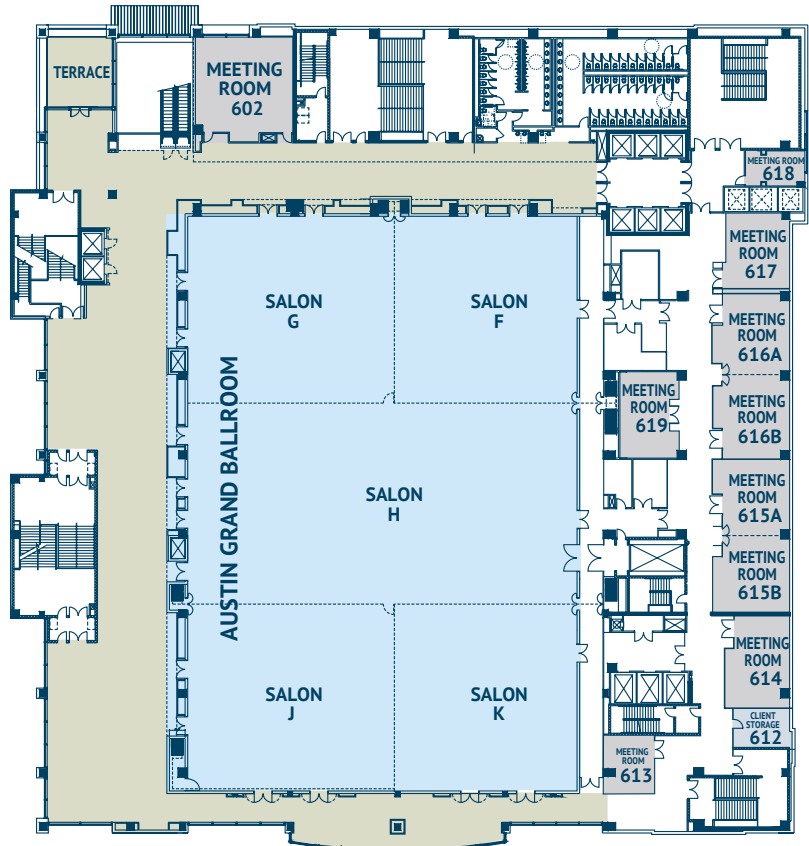


P.S. Next year's Innovatix + Essensa National Meeting will be held in Chicago, IL, on October 10 - 12. Please save the date; more details will follow.

FOURTH FLOOR



SIXTH FLOOR




SUNDAY, OCTOBER 8, 2017

2:00 - 6:00 p.m.	Registration Desk Open	6th Floor Pre-Function
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MONDAY, OCTOBER 9, 2017

7:30 a.m. - 5:00 p.m.	Registration Desk Open	6th Floor Pre-Function
8:00 - 10:00 a.m.	 Advisory Group Breakfast (Advisory Group members only)	Governor's Ballroom Salon A, B, C (4th Floor)
11:30 a.m. - 2:30 p.m.	Welcome Lunch & Feature Presentation by Jay Leno	Governor's Ballroom Salon A, B, C (4th Floor)
2:30 - 3:00 p.m.	Break	4th and 6th Floor Pre-Function
3:00 - 4:00 p.m.	 Educational Sessions	See pages 7-9
3:30 - 5:00 p.m.	Innovatix + Essensa Member Lounge	Room 417 A/B
3:30 - 5:00 p.m.	Innovatix + Essensa Reverse Trade Show (Exhibitors only)	Room 408
4:00 - 4:15 p.m.	Break	4th and 6th Floor Pre-Function
4:15 - 5:15 p.m.	 Educational Sessions	See pages 9-11
6:45 - 7:00 p.m.	Depart from Hilton Austin Hotel to Brazos Hall	Lobby of the Austin Hilton Hotel
7:00 - 10:00 p.m.	Experience Austin at Brazos Hall Networking Event	204 East 4th Street

TUESDAY, OCTOBER 10, 2017

7:15 a.m. - 5:00 p.m.	Registration Desk Open	6th Floor Pre-Function
7:15 - 9:30 a.m.	Breakfast	Governor's Ballroom A,B,C (4th Floor)
7:45 - 8:30 a.m.	Early Bird Session: Perspectives from the Hill with Representative Buddy Carter	Room 400
8:00 - 11:45 a.m.	Exhibitor Setup (Exhibitors only)	Austin Grand Ballroom (6th Floor)
8:30 - 9:30 a.m.	 Advisory Group Meetings	(See page 12)
9:30 - 9:45 a.m.	Break	4th and 6th Floor Pre-Function
9:30 a.m. - noon	Innovatix + Essensa Member Lounge	Room 417 A/B
9:45 - 11:00 a.m.	 Educational Sessions	See pages 13-15
11:00 - 11:15 a.m.	Break	4th and 6th Floor Pre-Function
11:15 a.m. - 12:30 p.m.	 Educational Sessions	See pages 15-17
12:30 - 3:30 p.m.	Exhibition Hall Opens (lunch will be provided)	Austin Grand Ballroom (6th Floor)
3:00 - 5:00 p.m.	Exhibition Teardown (Exhibitors only)	Austin Grand Ballroom (6th Floor)
3:30 - 3:45 p.m.	Break	4th and 6th Floor Pre-Function
3:30 - 5:00 p.m.	Innovatix + Essensa Member Lounge	Room 417 A/B
3:45 - 5:00 p.m.	 Educational Sessions	See pages 18-20
5:30 - 8:00 p.m.	Member Appreciation Celebration Reception	Governor's Ballroom A,B,C (4th Floor)

WEDNESDAY, OCTOBER 11, 2017

8:00 a.m. - noon	Conference Registration Desk Open	6th Floor Pre-Function
8:00 - 9:00 a.m.	Breakfast	Austin Grand Ballroom Salon F, G (6th Floor)
9:00 - 10:15 a.m.	 Advisory Group Meetings	See page 21

ACCREDITATION INFORMATION



These CE programs have been produced by Innovatix Institute, an educational program offered by Innovatix, LLC.

TARGET AUDIENCE

Pharmacy staff, Nurses, LTC Administrators, and other members of the team involved with cost-effective management or evaluation and treatment of long-term care, infusion, or oncology patients.

LEARNING OBJECTIVES

1. Describe growth trends of specialty, oncology or biosimilar agents in the pharmaceutical pipeline
2. Describe how culture impacts our values, behaviors, perceptions and expectations and therefore how we communicate, manage teams, view authority or use time and space
3. Develop compliance strategies for the new Final Rule regulations and Appendix PP guidance as they relate to Pharmacy Services
4. List the challenges and barriers facing the wide application of DTC genomic testing
5. Discuss examples of value-based care models and how they differ from the traditional payment system
6. Define and summarize the five conflict resolution styles
7. Identify the types of drugs considered hazardous
8. Identify initiatives from the CMS to reduce avoidable re-hospitalizations and link care across settings
9. Identify proactive strategies for improving overall opioid and pain management throughout the steps in the medication use process from prescribing to administering opioids within the LTC setting.
10. List key elements of the HIPAA privacy and security rules related to protected health information
11. Describe the different types of data healthcare organizations collect and how it can be operationalized to improve efficiency and patient care

ACTIVITY TYPE

Knowledge-based

COST

These programs are free of charge to existing and potential Innovatix and Essensa members.

PHARMACY ACCREDITATION (ACPE)



Innovatix, LLC is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. To receive continuing education credit, a pharmacist or technician must attend and

scan-in at an accredited session and successfully complete and submit the online program evaluation instrument. In order to receive full credit, registrants must register no later than 10 minutes after the start of the meeting and must attend the entire meeting. Evaluation is available after the session at: www.innovatix.com/evaluations/#national-meeting

ACPE Statements of Credit will be transferred to CPE Monitor within 4-6 weeks, upon completion and submission of the verification of Continuing Education and Program Evaluation Forms, and will be available at www.nabp.net

LTC ADMINISTRATOR ACCREDITATION (NAB NCERS)



National Association
of Long Term Care
Administrator Boards

This educational offering has been reviewed by the National Continuing Education Review Service (NCERS) of the National Association of Long Term Care Administrator Boards (NAB) and approved for 10.5 clock hours and 5.75 participant hours. **Program Approval Number: 20181008-10.50-A38440-IN** To receive continuing education credit, a LTC Administrator must attend and scan-in at an accredited session and complete and successfully submit the online program evaluation instrument. In order to receive full credit, registrants must register no later than 10 minutes after the start of the meeting and must attend the entire meeting. Evaluation is available after the session at: www.innovatix.com/evaluations/national-meeting

NAB Statements of Credit will be mailed to participants within 4-6 weeks upon successful completion and submission of the verification of Continuing Education and Program Evaluation Forms. For additional information, contact NAB at 1444 I St., NW, Suite 700, Washington, DC 20005-2210, (202 712-9040, or www.nabweb.org.

RN ACCREDITATION (ANCC)



Professional Education Services Group (PESG) is accredited as a provider of continuing nursing education by the American Nurses Credentialing center's Commission on Accreditation (ANCC-COA). PESG is awarding CE hours for learners who

successfully complete a continuing nursing education activity (including attending the entire session and completing the session evaluation). The evaluation can be found online at:

<http://innovatix.cds.pesgce.com>

For questions about this activity for nurses, contact support@pesg.com

FULL SCHEDULE

KEY TO SESSION TRACKS

- Clinical Track
- Government Affairs, Regulatory Issues & Alternate Payment Models
- Business Management & Operations Track
- Purchasing and Supply Chain

SUNDAY, OCTOBER 8

2:00 - 6:00 p.m. **Conference Registration Desk Open**
Location: *6th Floor Pre-Function*

MONDAY, OCTOBER 9

7:30 a.m. - 5:00 p.m. **Conference Registration Desk Open**
Location: *6th Floor Pre-Function*

8:00 - 10:00 a.m. **Advisory Group Opening Breakfast Session**
(Advisory Group members only)
Location: *Governor's Ballroom Salon A, B, C (4th floor)*



Speaker: Jon Acuff,
Bestselling Author and Business Speaker

11:30 a.m. - 2:30 p.m.

Welcome Lunch

 *Governor's Ballroom Salon A, B, C (4th floor)*

Welcome Address:



Craig McKasson,
CFO, Premier

11:30 a.m. - 2:30 p.m

Company Keynote:



*John P. Sganga,
Senior Vice President,
Alternate Site Programs, Premier*

Special Guest Keynote:



*Jay Leno,
TV Personality and Comedian*

3:30 - 5:00 p.m.

Innovatix + Essensa Member Lounge

Location: Room 417 A/B

Overview: Join us in our member lounge to learn about new savings opportunities and provide critical feedback to help us develop and improve our online purchasing program.

3:30 - 5:00 p.m.

Innovatix + Essensa Reverse Trade Show for Exhibitors (Exhibitors Only)

Location: Room 408

Overview: Exhibitors, please take advantage of this opportunity to interact with member-facing Innovatix and Essensa sales, customer care, and contracting teams.

2:30 - 3:00 p.m.

Break

Location: 4th and 6th Floor Pre-Function

3:00 - 4:00 p.m.
Educational Sessions

SESSION 1A: Specialty, Oncology, Biosimilar and ID Drugs: *What's in the Pipeline?*



Speaker: *Liya Davydov, PharmD, BCPS, BCGP*
Senior Director, Clinical Pharmacy Services, Innovatix

Location: *Room 410*

Overview: Drug development trends in 2017 include expanded specialty drugs, improved chemotherapy, next-generation parenteral infectious disease (ID) drugs, and new biosimilars. To date, five biosimilars have already received FDA approval, three have entered the US market, and numerous biosimilar applications are currently pending review by the FDA. New parenteral ID drugs for complicated and antimicrobial-resistant infections have been approved recently, with others awaiting FDA approval.

The goal of this presentation is to provide an update on specialty drugs, oral/parenteral oncology drugs, and biosimilars that are either in the late stages of development or have already been submitted to the FDA and are currently under regulatory review. Attendees will also receive an update on recent approvals and advances in the ID field.



Accreditation: (1 Contact Hour)
ACPE: Pharmacists and Technicians
(UAN: 0409-0000-17-012-L04-P/T)

SESSION 1B: Politics and Policy: *The Latest on Federal Healthcare Action*



Speaker: *Marilyn Yager, Senior Advisor,*
Alston & Bird

Location: *Room 400*

Overview: President Donald Trump and the Republican majorities in the House and Senate are quickly putting their stamp on healthcare legislation and rule-making. While these changes alone would send shockwaves throughout the healthcare community, the key players and the politics are breaking many previous norms for how things are done.

This session will explore the political backdrop of the current Congress, the upcoming 2018 elections, and the new players in the Trump healthcare team and Congress. Participants will learn what to expect for the remainder of the year, and what healthcare issues to expect for 2018. The session also includes an in-depth look at how providers can navigate the changing political face of healthcare decisions inside the Washington beltway and why it should matter.

SESSION 1C: Working Successfully with a Diverse Workforce



Speaker:
Anna Katrina Davey,
CEO and Founder, Cultural Confidence

Location: Room 412

Overview: Most companies work across cultures every day of the week, regardless of whether they have offices around the world, work on multinational projects, or simply have a diverse workforce within a single office location. Yet we often fail to recognize the subtle yet powerful impact that culture has on work relationships and company success.

Participants in this interactive session will learn:

- How culture impacts our values, behaviors, perceptions and expectations—and therefore how we communicate, manage teams, view authority or use time and space;
- How cultural myopia impacts team effectiveness, productivity, and company success; and
- How to break down barriers, resolve conflict, promote a healthy work environment and leverage new skills resources.



Accreditation: (1 Contact Hour)

ACCN: Nurses

ACPE: Pharmacists and Technicians

(UAN: 0409-0000-17-013-L04-P/T)

NAB: Long-term Care Administrators

SESSION 1D: Technology Contracts and Services: *Keep Your Business Connected*



Speakers:
Jason Ferri,
Senior Director, IT Field Specialist,
Premier



Bethany Wooster,
IT Field Specialist,
Premier

Location: Room 415 A/B

Overview: Information technology (IT) is both an important part of our daily lives and is vital for our businesses to function. Nearly all of our technology is now connected in some way to the Internet. For a business, a strategic approach to managing technology is a must.

Through Innovatix and Premier, members have access to a vast array of suppliers and resources to assist with IT procurement, planning, implementation, and savings. From simply getting a discount on cell phone service to a complex project like designing a new data center, Innovatix and Premier have resources to help.

Participants in this session will learn a strategic approach to managing their business's IT needs. Topics include how to leverage and utilize IT contracts, best practices for working with suppliers, and ideas to help achieve savings. Attendees will understand the full extent of resources available from Innovatix and Premier to meet their IT needs.

4:00 - 4:15 p.m.

Break

Location: 4th and 6th Floor Pre-Function

4:15 - 5:15 p.m.
Educational Sessions

SESSION 2A: CMS Final Rule Pharmacy Services Update: What You Need to Know



Speaker: William C. Hallett,
PharmD, MBA, BCGP, C-MTM, President and CEO,
Guardian Consulting Services

Location: Room 410

Overview: CMS recently released an advanced copy of the State Operations Manual Appendix PP, scheduled for implementation in CMS's phase 2 rollout of the regulatory reform of the Medicare and Medicaid Requirements for Participation final rule. In this session, Dr. Hallett will review the document, specifically highlighting important aspects of the Guidance to Surveyors in the newly renumbered F-Tags for Pharmacy. Attendees will also learn about the role of the consultant pharmacist in antibiotic stewardship as highlighted in the guidance document.

Participants will find Dr. Hallett's energetic and engaging presentation to be filled with useful and practical information for long-term care pharmacists as they prepare for the phase 2 implementation, currently scheduled for November 28, 2017.



Accreditation: (1 Contact Hour)
ACPE: Pharmacists and Technicians
(UAN: 0409-0000-17-014-L03-P/T)
NAB: Long-term Care Administrators

SESSION 2B: The Healthcare Policy Process: *Why Your Voice Matters*



Speakers:

*Aisling Zaccarelli,
Vice President, Government Affairs,
GNYHA Ventures*



*Shara Siegel,
Director, Government Affairs,
Innovatix*

Location: Room 400

Overview: Healthcare policy has been front and center in recent months. Despite the fact that this policy affects all of us in our personal and professional lives, the process by which it gets developed, becomes law, and is implemented is complex and often confusing. What role do different government entities play and, most importantly, how can we as stakeholders influence the process?

In this session, participants will receive an overview on how the federal government works, learning all about the mechanics of modern day policy making at both the Congressional and Executive levels. Ms. Zaccarelli will review how Congress and the Executive branches are organized, how the legislative and rulemaking processes work, and the key people involved. Ms. Siegel will review how Innovatix and Essensa, as GPOs, plug into the legislative and regulatory process, and how members can most effectively make their voices heard in Washington.

SESSION 2C: The Rest of Your Story: *How to Engage Audiences with Powerful Brand Storytelling*



Speaker:

*Lara Zuehlke, Director of Content,
Pierpont Communications*

Location: Room 412

Overview: Today's organizations are no longer simply selling products and services. They are being called to reinvent themselves as content developers—sharing and selling ideas through countless platforms and channels. So how can you cut through the noise to more powerfully connect with your most important customers and stakeholders?

Through this hands-on session, participants will explore how to better discern their unique brand story and learn ways to more effectively share their story to engage, educate, and ultimately move their audiences to action.



Accreditation: (1 Contact Hour)
NAB: Long-term Care Administrators

SESSION 2D:**Capital and Construction Services: A Blueprint for Savings****Speaker:**

*Alex Fairley, Director,
Facilities, Construction & Environmental Services,
Premier*

Location: Room 415 A/B

Overview: Embarking on a construction or capital project can be daunting for a healthcare facility or business. Getting the job done right and on budget is often a challenge. Working with Innovatix/Essensa and Premier, members have access to a wide range of resources to help them achieve success in all aspects of facilities management and construction projects.

Participants in this session will learn how to tap into savings and performance through our relationships with contracted suppliers. Additionally, the session will focus on new developments, trends, and best practices that make connecting with all of these resources easier than ever.

7:00 - 10:00 p.m.

Experience Austin at Brazos Hall

(Badge required)

 **Brazos Hall**

Meet in lobby at 6:45 p.m. for departure

Overview: We've taken the best of Austin and brought it to you! Don't miss this opportunity to network and make new connections with members, suppliers, and staff, while experiencing local food, drink, and entertainment at a historic 19th Century landmark building.

TUESDAY, OCTOBER 10

7:15 a.m. - 5:00 p.m

Conference Registration Desk Open

Location: 6th Floor Pre-Function

7:15 - 9:30 a.m.

Breakfast

 **Governor's Ballroom A, B, C (4th floor)**

7:45 - 8:30 a.m.

EARLY BIRD SESSION:
 Perspectives from the Hill



Speakers:
 Rep. Buddy Carter (R-GA)
 US House of Representatives

Location: Room 400

Overview: While wholesale “repeal and replace” measures to reform the Affordable Care Act have consumed many months of the Congressional calendar, Congress has a number of other pressing healthcare policy issues to tackle in the coming months.

In this session, the Honorable Buddy Carter (R-GA) will share his perspectives on what to expect from Congress on general issues (tax and immigration reform, federal budget measures, etc.), as well ACA reforms and other health policy issues for the remainder of 2017 and into 2018. As a key member of the U.S. House of Representatives Energy & Commerce Committee, and the only pharmacist in Congress, Representative Carter has an insider’s view of the path that lies ahead for issues of interest to the pharmacy and long-term care communities.

8:00 - 11:45 a.m.

Exhibitor Setup
 (Exhibitors Only)

Austin Grand Ballroom (6th floor)

8:30 - 9:30 a.m.

Advisory Group Meetings

Advisory Group	Location
ISPM	615 A
Infusion Clinical	615 B
Infusion NP	616 A
LTC Clinical	616 B
LTC Ops	416 A/B
Government Affairs	400
Senior Living Food Essensa Hospitality	410
Senior Living Contracts B&I	412
Essensa Healthcare	415 A/B

9:30 a.m. - noon

Innovatix + Essensa Member Lounge

Location: Room 417 A/B

Overview: Join us in our member lounge to learn about new savings opportunities and provide critical feedback to help us develop and improve our online purchasing program.

9:30-9:45 a.m.

Break

Location: 4th and 6th Floor Pre-Function

9:45 - 11:00 a.m.
Educational Sessions

**SESSION 3A:
Direct to Consumer Genetic Testing:
Navigating the Hope and Hype**



Speaker: Manju Beier, PharmD, FASCP, BCGP
President and Founder,
Geriatric Consultant Resources

Location: Room 410

Overview: Riding the wave of the Human Genome Project, several companies now offer direct-to-consumer genetic testing. The promises include awareness of genetic diseases, allowing consumers to take a more proactive role in their health care, and learning about ancestral origins. Significant risks and limitations exist for use of health-related information, however. Should these tests inform medical decisions? How private and protected is genetic information? This session will explore the hype, the hope, the appeal, and the expectations behind this wave of tests for carrier risks and drug-related information.



Accreditation: (1.25 Contact Hours)
ACCN: Nurses
ACPE: Pharmacists and Technicians
(UAN: 0409-0000-17-015-L04-P/T)

**SESSION 3B:
The Dollars and Sense of Population Health: Leveraging
the Advantages of Community-Based Partners**



Speaker:
Troy Trygstad, PharmD, MBA, PhD
Executive Director, CPESN USA

Location: Room 400

Overview: Payment and recognition for community-based pharmacies are essential to their sustainability. At the same time, two broad market forces are pulling pharmacies in opposite directions. The first is medical benefit payment reform, which endeavors to pay for value, as opposed to fee-for-services or fee-for-product. The second is a wholesale migration in retail away from storefronts and to the internet.

In this session, Dr. Trygstad will pull from his years of experience in leveraging community-based partners to improve patient health outcomes and lower payer medical costs. Participants will learn why and how community-based pharmacies could be well-positioned to deliver value in today's ever-changing healthcare environment. Dr. Trygstad will share opportunities for pharmacists as healthcare models move towards value-based payments; payer perspectives on population health management initiatives; and the importance of targeting and analytics.



Accreditation: (1.25 Contact Hours)
ACPE: Pharmacists and Technicians
(UAN: 0409-0000-17-016-L04-P/T)

SESSION 3C: Achieving Workforce Alignment: *Conflict Resolution Styles and When to Use Them*



Speaker:
*George Watson, Principal
Four D Consulting*

Location: Room 412

Overview: In a world of change, the one constant you can expect is conflict. Since no two individuals have the same life experiences, perspectives, or desires, conflict is a natural part of our interactions with others. And when it occurs, many people react with the same, limited behaviors they have always used.

This session offers a practical, situational approach, which will expand your understanding of conflict, teach you five approaches to conflict resolution, and when to use each one. Participants will learn to manage conflict more effectively by analyzing the situation and then choosing the correct conflict resolution style(s).



Accreditation: (1.25 Contact Hours)
NAB: Long-term Care Administrators

SESSION 3D: Changing Tastes: *Adapting your Foodservice Program to Meet Consumer Demands*



Speaker:
*Charlie McConnell,
Director, Customer Segments,
US Foods*

Location: Room 415 A/B

Overview: The way Americans eat outside of their homes is changing. We need to anticipate the change and be ready for it, as opposed to waiting for our customers to demand it from us. Whether directing a foodservice program at a senior living facility or running a catering or hospitality business, being proactive is vital.

Using vast analytical data, this session highlights a number of these key changes in the way consumers eat and drink. Attendees will learn what trends to expect in the near future, and how to adapt their foodservice programs to meet consumers' evolving tastes.

11:00 - 11:15 a.m.

Break

Location: 4th and 6th Floor Pre-function

11:15 a.m. - 12:30 p.m.
Educational Sessions

SESSION 4A: USP <800> Hazardous Drugs – Keeping Us Safe



Speaker: Patricia C. Kienle, RPh, MPA, FASHP
Director of Accreditation and Medication Safety,
Cardinal Health Innovative Delivery Solutions

Location: Room 410

Overview: USP <800> Hazardous Drugs – Handling in Healthcare Settings becomes a federally-enforceable standard on July 1, 2018. The purpose of <800> is to protect patients, the environment, and healthcare personnel who handle hazardous drugs. These drugs include cytotoxic agents and reproductive hazards, as well as a variety of other agents, such as certain antibiotics, antipsychotics, and hormones.

This session will provide an overview of the hazards, and list strategies that your employer and you can incorporate to mitigate the danger of exposure to these agents. Participants will learn containment strategies and work practices to use when mixing and administering hazardous drugs.



Accreditation: (1.25 Contact Hours)
ACCN: Nurses
ACPE: Pharmacists, Technicians
(UAN: 0409-0000-17-017-L03-P/T)
NAB: Long-term Care Administrators

SESSION 4B: Payment Matters: *How New Incentives are Reshaping Provider Reimbursements*



Speaker:
Brad Kile, PhD,
President, Dumbarton Group & Associates

Location: Room 400

Overview: Provider reimbursements have undergone major shifts in recent years with the implementation of the Affordable Care Act (ACA) and commercial market changes. During this session we will explore the financial and operational challenges presented by the convergence of political and market forces driving provider reimbursements toward quality-based measures.

After an overview of recent Medicare and Medicaid developments in Congress, we will examine key regulatory action from the Trump Administration and those remaining in effect from the ACA and Obama Administration. The session also includes an in-depth look at how providers can navigate the changing market to adapt to new reimbursement incentives.



Accreditation: (1.25 Contact Hours)
ACPE: Pharmacists and Technicians
(UAN: 0409-0000-17-018-L04-P/T)
NAB: Long-term Care Administrators

SESSION 4C: Specialty Pharmacy Operations: *Challenges and Successful Approaches*



Speaker:
Avani Patel, Manager of Pharmacy Operations,
Commcare Specialty Pharmacy

Location: Room 412

Overview: Complex, novel, and costly specialty drugs continue to enter the U.S. market at a rapid rate. In order to enter this expanding marketplace and serve specialty patients, pharmacies face a diverse range of challenges and requirements from manufacturers, payers, and patients themselves.

The session will focus on the daily challenges specialty pharmacies face in order to be competitive and effectively serve this market. Participants will learn the definition of specialty pharmacy, details about high-cost specialty medications, and how to incorporate a high-touch, patient-focused model of care. The session will cover the back-office administrative work necessary for a specialty pharmacy to operate, as well as the insurance and financial burden patients face and how a specialty pharmacy can help. Participants will also understand specialty pharmacy operational challenges such as LD/RD medications, payer requirements, and patient triaging.

This session is ideal for pharmacies considering entering or new to the specialty space.

SESSION 4D: Sustainability 101: *The ROI from Corporate Citizenship*



Speaker:
Justin Murrill,
Head of Corporate Responsibility, AMD

Location: *Room 415 A/B*

Overview: The 21st century has seen a steep increase in companies and business leaders embracing “sustainability” as a tool for adding corporate value, reducing costs, and improving reputations. But understanding sustainability as a business strategy and implementing the necessary environmental and social changes still remains elusive to much of corporate America.

Participants in this session will learn the building blocks of corporate sustainability and hear real-life examples from the healthcare industry. Then we will explore implications of pursuing it at your company, develop ideas on where to start, and prepare the business case for advancing corporate citizenship.

The session will draw on the presenter’s experience teaching business leaders from hundreds of companies on how to bring a business mindset to drive corporate sustainability, blending hard metrics like ROI and risk mitigation with intangible value-adds like corporate culture and stakeholder interests.

12:30 - 3:30 p.m.

Exhibition Hall Opens (Lunch will be served in Exhibit Hall)

Location: *Austin Grand Ballroom (6th floor)*

Overview: Don’t miss this opportunity to visit with 120+ suppliers to learn how their products and services can provide savings and value for your business!

3:30 - 5:00 p.m.

Exhibition Teardown (Exhibitors only)

3:30 - 3:45 p.m.

Break

Location: *4th and 6th Floor Pre-Function*

3:30 - 5:00 p.m.

Innovatix + Essensa Member Lounge

Location: *Room 417 A/B*

Overview: Join us in our member lounge to learn about new savings opportunities and provide critical feedback to help us develop and improve our online purchasing program.

3:45 - 5:00 p.m.
Educational Sessions

SESSION 5A:
Improving Opioid Use in the Long-Term Care Setting



Speaker: *Joseph Marek, RPh, BCGP, FASCP,
Corporate Director of Pharmacy Services,
CommuniCare Health Services*

Location: Room 410

Overview: The opioid misuse epidemic is now a national emergency in the U.S. due to the staggering effects on the country. It is estimated that 90 Americans die each day from opioid overdoses and at least 2 million Americans have an opioid use disorder involving prescription opioids.

This session will discuss the effects of the epidemic and resultant changes on clinical, business, and regulatory practices, which make managing pain in the long-term care setting even more complex. Attendees will learn proactive strategies to apply in a LTC setting during the medication use process to improve appropriate pain management and opioid use.



Accreditation: (1.25 Contact Hours)
ACCN: Nurses
ACPE: Pharmacists and Technicians
(UAN: 0409-0000-17-019-L05-P/T)
NAB: Long-term Care Administrators

SESSION 5B:
**HIPAA Enforcement and Healthcare Fraud and Abuse:
What Providers Need to Know**



Speakers:
*Meri Maguire, Investigator,
U.S. Dept. of Health & Human Services,
Office for Civil Rights*



*Leigh Davitian
JD, Founder/Chief Executive Officer,
Dumbarton Group & Associates*

Location: Room 400

Overview: While the Health Insurance Portability and Accountability Act (HIPAA) was enacted over 20 years ago, the evolving healthcare delivery system and technological advancements continue to make its implementation a challenge for healthcare providers. Additionally, providers must navigate a wide-range of compliance issues under the Medicare and Medicaid programs.

This session will explore the dynamics surrounding provider compliance with the protection of personal healthcare information (PHI) and adhering to fraud, abuse, waste, and error rules. In the first portion of the program, Ms. Maguire will examine the regulatory landscape for PHI, including an overview of the Office of Civil Rights' HIPAA enforcement priorities and the compliance issues for healthcare providers that the agency frequently encounters. In the second portion of this program, Ms. Davitian will describe ongoing program integrity developments with fraud, abuse, waste, and error requirements, highlighting key trends confronting providers. Participants will leave the session with a stronger understanding of the resources available to help them comply with HIPAA and program integrity requirements.



Accreditation: (1.25 Contact Hours)
 ACPE: Pharmacists and Technicians
 (UAN: 0409-0000-17-020-L03-P/T)
 NAB: Long-term Care Administrators

SESSION 5C: Online Marketing Strategy for Non-Marketers



Speakers:
Susan Catalano,
Managing Partner, JQLaCorte



Robert Clark,
Managing Principal, LucidPointe

Location: Room 412

Overview: Every business faces marketing challenges; however, not every business owner or manager is a marketing expert. This is particularly true in healthcare, where businesses face tight margins and need practical tools to differentiate themselves and reach consumers.

This online marketing strategy session, developed specifically for non-marketing business people, will review the process to develop a comprehensive online marketing program to reach clients. Incorporating lively and engaging discussion, it will cover choosing the proper digital platforms, social and email marketing, and marketing automation. Attendees will come away with valuable insights they can apply to their own businesses – or confidently discuss with their own marketing teams.

SESSION 5D:
Big Data and Analytics are Here to Stay: Put Them to Work for Your Business



Speaker:
Dr. Ramesh Rajagopalan,
Senior Member of Faculty and
Associate Program Director,
MS Business Analytics (MSBA) McCombs
School of Business, The University of Texas at Austin

Location: Room 415 A/B

Overview: Over the years, data has been collected and analyzed in many ways and in many forms– big, small, structured, unstructured. The data and analytics landscape of today reflects an increasingly connected world.

Structuring and organizing vast amounts of supply chain and customer data, and mining insights through advanced modeling analytics is perhaps the shortest route to delivering impactful results for your business. A basic understanding of data, analytics platforms, technology, and organizational readiness is necessary to unlock this business value.

In this session, attendees will learn about the largely untapped opportunities to turn data into insights and valuable actions to help their businesses thrive.



Accreditation: (1.25 Contact Hours)
 NAB: Long-term Care Administrators

5:30 - 8:00 p.m.

**Member Appreciation
 Celebration Reception**

Governor's Ballroom A, B, C (4th floor)

Overview: Join us as we celebrate the most important component of Innovatix and Essensa: our members! Heavy appetizers and refreshments served.

8:00 p.m.

Experience Austin on Your Own

We are giving our members and exhibitors the gift of time to explore Austin, so we will not be hosting a formal dinner on Tuesday evening, but rather a cocktail reception with heavy appetizers.

For maps of the area, including restaurants, see the hotel concierge in the main lobby.

WEDNESDAY, OCTOBER 11

8:00 a.m. - noon **Conference Registration Desk Open**
Location: 6th Floor Pre-Function

8:00 - 9:00 a.m. **Breakfast**
 Austin Grand Ballroom Salon F, G (6th floor)

9:00 - 10:15 a.m. **Advisory Group Meetings**

Advisory Group	Location
ISPM Infusion Clinical Infusion NP LTC Clinical LTC Ops Government Affairs	400
Senior Living Food Essensa Hospitality B&I	410
Senior Living Contracts Essensa HC	412

Antitrust Statement

The purpose of this conference is to educate participants and for Innovatix and Essensa to get certain feedback from our members regarding our program.

All decisions made by you about how you will each conduct business must be made independently and without discussion with competitors.

It is important to be mindful of federal antitrust laws. U.S. antitrust laws are intended to foster and protect competition. These laws prohibit particular anticompetitive activities, and more generally those that are deemed to unreasonably restrain trade. Some violations of U.S. antitrust law are automatic and may result in serious criminal as well as civil penalties.

As such, you should not suggest any agreements or parallel conduct on competitive subjects and should not disclose any confidential information about your own business, business plans, pricing, customers or other proprietary or confidential information with or to any other Innovatix or Essensa members.

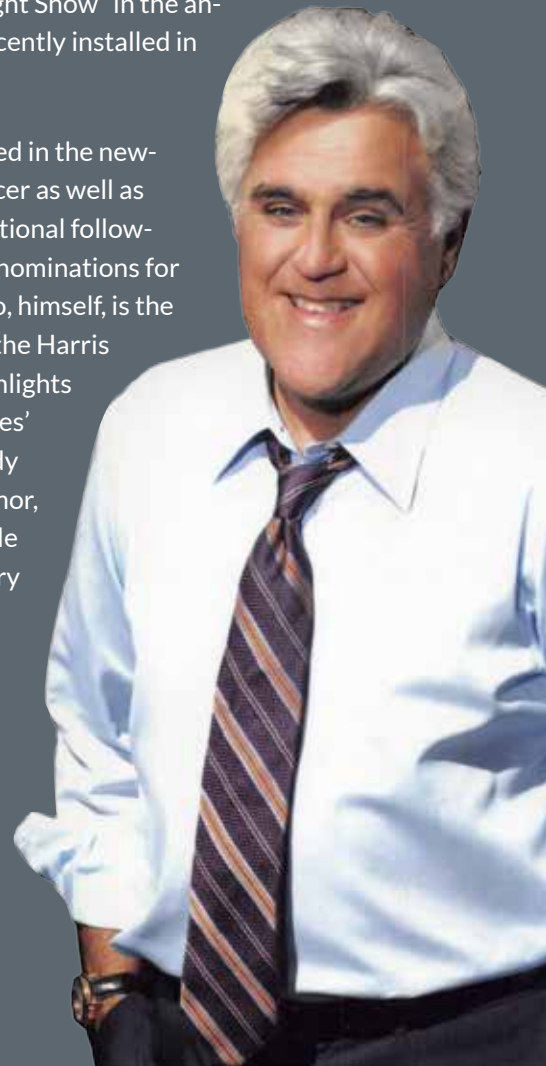
FEATURED PRESENTERS

Jay Leno

Acclaimed TV late night show host, admired stand-up comedian, best-selling children's book author, much-in-demand corporate speaker, lovable TV and movie voice-over artist, pioneering car builder and mechanic, and philanthropist...it's no wonder that Jay Leno is widely characterized as "the hardest working man in show business."

Jay Leno's late night television ratings domination included more than two decades of "The Tonight Show with Jay Leno," winning every consecutive quarter of his hosting over the past 19 years. After resuming hosting the 11:35 PM program following its one-time interruption, he made it once again the consistent and uninterrupted ratings leader for late night, once again leading all of the ensuing quarters handily, under the supervision throughout of executive producer Debbie Vickers. He has been honored by the Television Academy with an Emmy for "Outstanding Comedy, Variety or Music Series." "The Tonight Show with Jay Leno" has also taken home the trophy for "Favorite Late Night Show" in the annual TV Guide Awards determined by voting viewers, and he was recently installed in the Television Academy's Broadcast Hall of Fame.

As if night-time dominance were not enough, Leno has also succeeded in the newest entertainment arena, "Jay Leno's Garage," of which he is a producer as well as star. The NBC creation, which is viewed on CNBC, gained an international following on the Web, not to mention an Emmy Award and two additional nominations for Outstanding Special Class-Short-Format Nonfiction Programs. Leno, himself, is the recipient of the People's Choice Award and other honors, including the Harris Poll selection as most popular star on television. Other personal highlights include his induction into the Academy of Television Arts and Sciences' Broadcasting Hall of Fame, his 2014 reception of the John F. Kennedy Center for the Performing Arts' Mark Twain Prize for American Humor, the Hasty Pudding Award at Harvard University, an honor whose sole prior comedy/talk host recipient was Johnny Carson, and an honorary doctorate from his alma mater, Emerson College. Like Mr. Carson, Groucho Marx, and an elite group of entertainment figures, he has been invited to have his papers installed in the Library of Congress. He also received a star on Hollywood's Walk of Fame (asking that it be placed in front of the Ripley's Believe It Or Not Museum since is where he was arrested for vagrancy when he first arrived in Hollywood). He also has set several land speed records and became the first person to drive the pace car of all major NASCAR events.



Having passed the torch of Tonight Show succession to Jimmy Fallon, Jay Leno has increased his customary busy schedule of comedy performances in top venues around the United States and occasionally abroad, continues his web venture relating to his passion for automobiles and is in consideration of the many other applications of his time and talents which have been offered or which he is personally evolving. He interrupted these pursuits to make his first trip to Israel for the honor of presenting the Genesis Award, Israel's equivalent of the Nobel Award, to Michael Bloomberg.



Jon Acuff

Bestselling Author and Business Speaker

Jon Acuff is the New York Times Bestselling author of five books including his most recent, *Do Over: Rescue Monday, Reinvent Your Work and Never Get Stuck*. He was also voted one of the best speakers in 2015 by the Meeting & Convention Planners.

For 19 years, Acuff has helped some of the biggest brands in the world tell their story, including The Home Depot, Bose, Staples, and the Auto Trader team. Most recently he's spoken to hundreds of thousands of people across the country at events for companies such as Microsoft, Whirlpool, and Comedy Central. Featured regularly on national media, Acuff has appeared on CNN, Fox News, Good Day LA, and several other key outlets. He's also written for Time, the Harvard Business Review, Fast Company, Reader's Digest, and MSNBC.

In addition, Acuff is a big proponent of social media, with blogs that have been read by 4 million people and more than 290,000 Twitter followers. In 2010, he used his influence with his tribe to build two kindergartens in Vietnam. Jon Acuff lives with his wife Jenny and two daughters in Franklin, TN.



Craig McKasson

Chief Financial Officer, Premier

Craig McKasson is the chief financial officer and senior vice president for Premier Inc. He has responsibility for the financial affairs of Premier, including strategic financial planning, internal and external financial reporting, budgeting and forecasting, financial operations, tax compliance and planning, treasury services, and investor relations. He also oversees Premier's insurance management services division.

McKasson previously served as vice president of finance and corporate controller, beginning in 1997. In this capacity, he oversaw Premier's accounting department and managed corporate financial reporting.

Before joining Premier, McKasson was a licensed certified public accountant and a consulting manager at Ernst & Young LLP, where he provided audit, tax, and consulting services for various privately held development companies, as well as multistate publicly traded organizations in the life sciences, retail, and technology sectors.

McKasson is a member of the Board of Directors for the Fowler College of Business at San Diego State University. McKasson also serves as treasurer and on the Board of Directors for Saint Vincent De Paul Villages Inc., a not-for-profit organization providing care and rehabilitation for the homeless.

McKasson has a master's degree in accountancy from San Diego State University and a bachelor's cum laude in business administration with an emphasis in accounting from the same school.



John P. Sganga

*Senior Vice President,
Alternate Site Programs,
Premier*

John Sganga launched Innovatix in 1993 to offer group purchasing services to non-acute health-care providers, and followed by launching Essensa in 2009 to service additional classes of trade. As President and CEO, he led both organizations through explosive growth, surpassing \$8.2 billion in combined contract volume in 2016.

After Innovatix and Essensa became wholly-owned subsidiaries of Premier in 2016, Sganga assumed his current role of Senior Vice President, Alternate Site Programs. In this role, he provides overall leadership for Premier's non-acute, alternate site, and sponsor programs.

Sganga has close to 30 years of healthcare experience, half of which has focused on alternate site purchasing. Before joining Premier, Sganga served as Executive Vice President of GNYHA Ventures. He was also the Senior Director of Financial Operations at Columbia-Presbyterian Medical Center and worked for Ernst & Young's Management Consulting Service. Furthermore, Sganga has been instrumental in bringing GPO services to the non-healthcare sector, including signing exclusive agreements with Minor League Baseball (MiLB) and professional hockey leagues (NHL, AHL, and ECHL), as well as creating a groundbreaking relationship with the City of New York to serve their community-based organizations.

Sganga served on the Executive Board of the Metropolitan Health Administrators Association (MHAA) for 17 years and was President from 1995 to 1996. He is a Fellow of the American College of Healthcare Executives (ACHE), where he won a Young Healthcare Executives' Regents Award in 1995, and served on the Board of the New York Association of Ambulatory Care from 1994 to 1995.

In 1999, Sganga was recognized as one of Crain's New York Business "40 Under Forty," and was also awarded the New York University Alumni Torch Award for outstanding contribution in the field of public service. The Metropolitan Health Administrators' Association (MHAA) awarded him the 2004 Award of Distinction for his commitment to healthcare on a regional and national level. In 2008, Sganga was selected as a finalist for the Ernst & Young Entrepreneur of the Year® Award, New York Metro Area Healthcare Division.

Sganga continues to be a strong advocate of INCLUDEnyc, where he served on the Board of Directors. He also holds a position on the Board of Directors for Shop Well with You, a not-for-profit organization and body-image resource for women surviving cancer, their caregivers, and healthcare providers. Mr. Sganga served on the Edgemont Community Council Board of Directors for five years, where he held the office of Treasurer. In 2015, Mr. Sganga was appointed to a four-year term to the Board of Ethics of the Town of Greenburgh, NY.

John Sganga holds a Master's degree in Public Administration from the Robert F. Wagner Graduate School of Public Service at New York University, with a concentration in Health Services Management.

SPEAKERS BIOGRAPHIES



Manju T. Beier,
Pharm D., BCGP, FASCP
*President and Founder,
Geriatric Consultant
Resources*

Dr. Manju T. Beier is President and founder of Geriatric Consultant Resources LLC, a firm established in 1995 to provide clinical expertise in the field of geriatric pharmacotherapy and clinical pharmacology to geriatrics professional organizations and health care plans. She has extensive experience targeting complex polypharmacy issues and addressing medication management in older adults.

Previously, Dr. Beier was Chief Scientific Officer for a molecular diagnostics company based out of Seattle, Washington. She holds an academic appointment as Adjunct Clinical Associate Professor of Pharmacy at the University of Michigan, Ann Arbor, Michigan since 2000. She is currently a Board Certified Geriatric Pharmacist (BCGP). Dr. Beier has been serving on the national Epocrates Senior Clinical Board since 2011 as the only pharmacist with expertise in geriatrics. Her combined expertise in geriatrics and in drug-drug and drug-gene interactions make her uniquely qualified in the domain of personalized medicine, pharmacogenomics, and polypharmacy.

Dr. Beier received her B.S. Pharmacy and Doctor of Pharmacy degrees from the University of Utah in Salt Lake City, Utah. She also holds a B.S. degree in Foods and Nutrition from Lady Irwin College, New Delhi, India. Dr. Beier is actively involved with the American Society of Consultant Pharmacists (ASCP) including serving two terms on the Board of Directors.



Representative
Buddy Carter
(R-GA)

Earl L. “Buddy” Carter is an experienced businessman, healthcare professional and faithful public servant. As the owner of Carter’s Pharmacy, Inc., South Georgians have trusted Buddy with their most valuable assets: their health, lives and families for more than thirty years. While running his business, he learned how to balance a budget and create jobs. He also saw firsthand the devastating impacts of government overregulation, which drives his commitment to ensuring that the federal government creates policies to empower business instead of increasing burdens on America’s job creators.

A committed public servant, Carter previously served as the Mayor of Pooler, Georgia and in the Georgia General Assembly, where he used his business experience to make government more efficient and responsive to the people. Carter is serving his second term in the United States House of Representatives and is a member of the Committee on Energy and Commerce. As the only pharmacist serving in Congress, Carter is the co-chair of the Community Pharmacy Caucus and is dedicated to working towards a healthcare system that provides more choices, less costs and better services.

A lifelong resident of the First District, Carter was born and raised in Port Wentworth, Georgia and is a proud graduate of Young Harris College and the University of Georgia, where he earned his Bachelor of Science in Pharmacy. Carter married his college sweetheart, Amy, 38 years ago. Buddy and Amy Carter now reside in Pooler, Georgia and have three sons, two daughters-in-law, and three grandchildren.



Susan Catalano
Managing Partner,
JQLaCorte

Susan Catalano is the Managing Partner of JQLaCorte, a full service LinkedIn consultancy providing comprehensive LinkedIn-based marketing, business development, and employee advocacy programs for businesses. She consults with companies and professional services firms on the innovative use of LinkedIn to achieve measurable business results such as generating leads, boosting SEO results, improving visibility to clients and prospects, and promoting staff expertise.

Susan Catalano has over 15 years of experience in talent management for Fortune 500 corporations, as well as sales and marketing programs for companies and individual business owners. She regularly presents to national organizations and corporate and business audiences.



Robert Clark
Managing Principal,
LucidPointe

Robert Clark is Managing Principal of LucidPointe, a boutique digital agency specializing in online marketing, email marketing, and marketing automation strategy and execution. He has over 30 years of experience advising businesses from SMB to Fortune 50 companies, nonprofits, associations, and industry groups on marketing, sales, operations, strategy, and information technology.

Robert Clark regularly presents to national organizations and companies of all sizes.



Anna Katrina Davey
CEO and Founder,
Cultural Confidence

Anna Katrina Davey is CEO and Founder of Cultural Confidence, helping people and organizations succeed across cultural boundaries. She works with Fortune 500 and other companies, providing

customized cross-cultural business training, as well as with attorneys, providing crucial culture expert witness services. She furthermore works regularly with universities as well as with non-profits facilitating intercultural workshops within a variety of global programs.

Prior to founding Cultural Confidence, Davey worked as an intercultural advisor for the German Development Service (now GIZ) in Hanoi, Vietnam. Upon relocating to the USA, Davey also served for four years as President of SIETAR Austin, the Society for Intercultural Education, Training and Research. Since giving her Paris TEDx Talk, Davey has become a sought-out professional speaker on a variety of intercultural topics.

Born and primarily raised in Trieste, Italy, Davey is a dual citizen of Italy and the USA, also holding a German diplomatic passport. She has lived and worked on three continents, traveled over 50 countries, and, along with being fluent in Italian, German and English, she has also studied Vietnamese, Spanish, Latin, and Ancient Greek. Davey holds a Master's degree in Geography and Cultural Anthropology from the University of Freiburg, Germany and received professional training in Intercultural Communication from the German government's organization for human resources development.



Leigh Davitian, JD
Founder/Chief Executive Officer,
Dumbarton Group & Associates

Leigh Davitian is the founder/CEO of the Dumbarton Group and Associates, a health-care law and policy firm located in Washington, DC that strategically advises clients on federal and state legislative and regulatory initiatives impacting a wide range of specialties within the healthcare industry. She provides legal and policy analysis, and direct lobbying to her clients, which include think tanks, skilled nursing facilities, long-term care pharmacies, diagnostic imaging providers, physician groups, and group purchasing organizations.

Davitian frequently speaks to national audi-

ences—including professional trade associations, corporations, small businesses, pharmaceutical companies, and universities—on such topics as Medicare and Medicaid coverage and reimbursement trends, Medicare enrollment requirements, healthcare fraud and abuse, anti-kickback statutes, False Claims Act, and patient privacy laws and regulations. She has a Juris Doctor and began her career at the Department of Justice, Office of the Attorney General, in Washington, DC.



Liya Davydov,
PharmD, BCPS, BCGP
*Senior Director, Clinical
Pharmacy Services, Innovatix*

Dr. Liya Davydov currently serves as a Senior Director of Clinical Pharmacy Services (with a focus on the specialty/home infusion segments) at Innovatix. Prior to joining Innovatix, she worked as a Clinical Pharmacy Manager at Fidelis Care New York, a managed Medicaid HMO in New York State, as well as a Clinical Pharmacy Manager at St. John's Episcopal Hospital. Dr. Davydov earned both her degrees, a Bachelor of Science in Pharmacy and Doctor of Pharmacy from St. John's University. She also completed an ASHP-accredited Pharmacy Practice Residency at Mount Sinai Medical Center in New York, is Board Certified in Pharmacotherapy, and is also a Board Certified Geriatric Pharmacist.



Alex Fairley
*Director, Facilities, Construction &
Environmental Services, Premier*

Alex Fairley directs the Capital and Construction Services program at Premier. In this role, he works with members to extract value from the contracts and relationships Premier has with its facilities, construction, and environmental services suppliers.

Fairley began his career managing major healthcare construction projects. He later helped start a new company delivering innovative approaches to waste management to hospitals.



Jason Ferri
*Senior Director, IT Field
Specialist, Premier*

In his role as Senior Director and IT Field Specialist, Jason Ferri supports Premier's members, suppliers, and field representatives, and serves as a subject matter expert for the information technology portfolio of GPO contracts.

Ferri's prior experience includes programming and supporting healthcare applications. He also has over 18 years of IT consultative solution sales, focusing on technology solutions and services within the telecommunications and healthcare markets. Ferri holds a BSBA from Kutztown University.



Dr. William C. Hallett,
Pharm.D., MBA, CGP
*President and CEO,
Guardian Consulting Services*

Dr. William C. Hallett is the founder of Guardian Consulting Services, Inc., which is dedicated to providing consultant pharmacist services to nursing homes, adult day programs, assisted living facilities, and group homes for the disabled. His company currently provides clinical consultant pharmacist services for more than 40,000 patients in over 250 healthcare facilities and programs throughout the Northeast and Mid-Atlantic.

As a speaker, Dr. Hallett frequently addresses medication use issues, including lecturing extensively on medication use in geriatrics, psychotropic medication use, and long-term care survey issues. He has served on faculty at Mercy College, Dobbs Ferry, NY as a clinical instructor in Pharmacology and currently serves as a Board Member for the New York Chapter of The American Society of Consultant Pharmacists.

Dr. Hallett received his Bachelor of Science in Pharmacy from St. John's University, went on to earn his Masters in Business Administration from Adelphi University, and completed his Doctor of Pharmacy studies through Shenandoah University. Most recently, Dr. Hallett was re-credentialed as a Certified Geriatric Pharmacist by the Commission for Certification in Geriatric Pharmacy (BCGP).



Patricia Kienle,
RPh, MPA, FASHP
*Director of Accreditation
and Medication Safety,
Cardinal Health Innovative
Delivery Solutions*

Patricia Kienle is the Director of Accreditation and Medication Safety for Cardinal Health Innovative Delivery Solutions. She has served on the Board of Directors of the American Society of Health-System Pharmacists and as President of the Pennsylvania Society of Hospital Pharmacists. She is a Fellow of ASHP, was named Pharmacist of the Year by PSHP, and the recipient of the Distinguished Achievement Award in Hospital and Institutional Practice from the American Pharmaceutical Association Academy of Pharmacy Practice and Management, and the Distinguished Leadership Award from ASHP. She is a current member of the USP Compounding Expert Committee and chairs the Subcommittee on Hazardous Drugs.

The author of numerous publications on pharmacy safety, including The Chapter <800> Answer Book, Kienle received her pharmacy degree from the Philadelphia College of Pharmacy and Science, and a Masters in Public Administration from Marywood University in Scranton, Pennsylvania. She completed an Executive Fellowship in Patient Safety from Virginia Commonwealth University and is an Adjunct Associate Professor at Wilkes University in Wilkes-Barre, Pennsylvania.

Patricia Kienle is a frequent presenter to professional groups, with special interests in promoting medication safety, compounding sterile preparations, accreditation, and regulatory issues.



Brad Kile, PhD
*President,
Dumbarton Group & Associates*

Brad Kile is president of the Dumbarton Group, LLC, where he provides services to non-profit and corporate entities to assist them in navigating health care legislative and regulatory policy changes. He is active at both the federal and state

levels as an advocate in the areas of long-term care and government-funded prescription medication benefits. He has extensive knowledge of state-level policies and the implications of federal policies on the development and delivery of state-based health care.

Dr. Kile received his PhD in health care policy from Florida State University. He earned a Bachelor's degree from James Madison University and a Master's degree from the American University in Washington, DC.



Meri Maguire
*Investigator, U.S. Dept. of
Health & Human Services,
Office for Civil Rights*

Meri Maguire is a licensed Texas attorney and Certified Information Privacy Professional (CIPP/US). She received her B.A. from the University of Texas at Austin and her J.D. from the University of Houston Law Center. As an attorney, she has represented manufacturers, oil and gas companies, hospitals, healthcare companies, and medical office buildings in litigation and bankruptcy proceedings. She has also represented insurance companies and insureds with respect to first- and third-party claims under general, professional, and E&O/D&O liability policies.

Currently, Maguire is an investigator for the U.S. Department of Health and Human Services, Office for Civil Rights (OCR). As an investigator, she conducts compliance reviews, provides technical assistance to covered entities, and investigates complaints (i.e., alleged violations of laws) over which OCR has jurisdiction.



Joseph G. Marek,
RPh, BCGP, FASCP
*Corporate Director of Pharmacy
Services for CommuniCare
Health Services
President of ASCP (American
Society of Consultant Pharmacists)*

Joseph Marek currently oversees the clinical, operational and financial aspects of pharmaceutical and comprehensive medication management services at CommuniCare.

Dr. Marek has practiced as a consultant pharmacist, clinical services manager, and director of pharmacy services primarily in LTC/PAC for most of his career. He has extensive experience in pharmacy operations, medication management, and comprehensive integrated pharmacist services. Prior to CommuniCare, he had several operational, clinical, and managerial roles during his 20 years at Omnicare.



Charlie McConnell
*Director, Customer Segments,
US Foods*

Charlie McConnell has nearly two decades of experience collecting and sharing actionable insights and trends in the foodservice arena. He regularly shares his knowledge at highly regarded industry events, including the Cheers Beverage Conference and the Culinary Institute of America National Conference.

McConnell is currently the Director of Customer Segments at US Foods, the second largest foodservice distribution company in the United States. In this role, he leads the development of the go-to-market strategy for customer segments that include senior care centers, hospitals, K-12 schools, and colleges and universities. Prior to working at US Foods, McConnell helped Sara Lee and Unilever better understand the dynamics of the foodservice marketplace. He started his career at The NPD Group, a leading foodservice market research firm.

Charlie McConnell has a Master's Degree in Hospitality Management from Cornell University's Hotel School and a B.A. from Kenyon College.



Justin Murrill,
*Head of Corporate
Responsibility, AMD*

Justin Murrill is the Head of Corporate Responsibility at Advanced Micro Devices (AMD). In this role he oversees AMD's strategies, goals, and programs related to environmental and social issues across the company, including human rights, "science-based" climate targets, public reporting, and employee engagement.

Prior to his role at AMD, Murrill was the Director and Co-Owner of Culture Technologies, Inc.; Organizational Development Associate for the US Green Building Council; and Senior Trainer for A Nurtured World. He has trained thousands of individuals and hundreds of institutions on organizational and/or personal sustainability.

In 2017, Murrill was recognized by Environmental Leader as a "Top 50 Environmental Leader" honoree in the US commercial sector. He holds a Master's degree in Organizational Leadership and Ethics from St. Edwards University, professional Sustainability (CSR) Practitioner certification from the Center for Sustainability and Excellence (CSE), and is a published author on topics including the voluntary carbon market, organizational change, and corporate responsibility.



Avani Patel
*Manager of Pharmacy
Operations, Commcare Pharmacy*

Avani Patel is the manager of pharmacy operations at Commcare Specialty Pharmacy. In this role, she supports data entry technicians and scheduling technicians, and also serves as Commcare's subject matter expert in 340B operations. Patel has over 15 years of experience in a pharmacy operations role, with 5 years of that in specialty pharmacy.



Ramesh Rajagopalan, Ph.D.
Senior Member of Faculty and Associate Program Director, MS Business Analytics (MSBA), McCombs School of Business, The University of Texas at Austin

Ramesh Rajagopalan has a unique blend of academic and industry experience. He has made significant impact at various companies, including Dell, Deloitte, and IBM, in a number of business-critical areas including advanced analytics, cloud computing, supply chain management, and information technology.

Dr. Rajagopalan has consistently excelled in his professional career spanning over 20 years, beginning with i2 (now JDA) and then with IBM, Deloitte, SmartOps (now SAP), and most recently with Dell. He has been recognized as a versatile leader with broad-based experience in (1) driving customer success through a variety of service and solution portfolios, (2) transforming omni-channel customer insights into business value, and (3) building innovative programs in marketing analytics to deliver significant business impact. His work was recognized with VP awards on multiple occasions for “outside the box” innovation, and leading high-impact analytics initiatives with revenue impact of \$200-\$300 million.

A rich blend of corporate and academic experience makes Dr. Rajagopalan’s background truly distinct. He is a seasoned academician with over a decade of undergraduate and graduate teaching, research, scholarship and service in large, small, private and public university settings. Dr. Rajagopalan is currently a senior member of the faculty at the University of Texas McCombs School of Business, where he serves as the Associate Director of the top-ranked Master of Science in Business Analytics (MSBA) program.



Shara Siegel
Director, Government Affairs, Innovatix

Shara Siegel is the Director of Government Affairs for Innovatix. In this role, she manages the daily operations of the Government Affairs program as well as advocacy on behalf of its non-acute care membership. She analyzes federal healthcare policy and policy proposals, develops advocacy positions, and serves as policy expert on specific topics.

Previously, Siegel was a policy associate at The New York Academy of Medicine, where she provided strategic direction on key policy initiatives. Prior to that, she was a health policy analyst at RTI International, an international research institute, where she performed quantitative and qualitative research and analysis, mostly for the Centers for Medicare & Medicaid Services.

Siegel received an MS in Public Policy and Management from Carnegie Mellon University following her completion of the Coro Fellowship Program in Public Affairs. She earned her bachelor’s degree with honors from Washington University in St. Louis.



Troy Trygstad,
 PharmD, MBA, PhD
Executive Director, CPESN USA

Troy Trygstad is a community pharmacist, a health economist, and a pharmacy visionary who continues to encourage pharmacy industry leaders into new and innovative ways of thinking. He possesses over fifteen years of experience with multi-disciplinary care teams and intervention development under alternative payment and support models.

Dr. Trygstad is the Executive Director of CPESN USA, a clinically integrated network of community-based pharmacy networks that endeavors to improve the quality and effectiveness of enhanced services provided by participating pharmacies and

align them with the workflows and payment reform incentives of physicians, their support staff and other healthcare providers. He also serves as the Vice President of Pharmacy Provider Partnerships for Community Care of North Carolina, an organization providing wrap-around population health management support for nearly 2,000 primary care practices.

In addition, Dr. Trygstad proudly practices in a community pharmacy setting on nights and weekends, and serves as a board member for the American Pharmacists Association Foundation and the Pharmacy Quality Alliance, as well as Editor-in-Chief of Pharmacy Times.



George Watson
Principal,
Four D Consulting

George Watson is a leadership and management consultant who focuses on the development and delivery of training, executive coaching, as well as organizational and team development. Over the past seven years, he has traveled internationally to work with managers and their teams within the oil and gas industry. He also has experience helping small businesses with organizational alignment and team development initiatives.

Watson has over 20 years' experience as a public speaker, trainer, and coach. He has a Doctor of Ministry in Leadership and pursued post-doctoral studies in Bowen Theory (Emotional Systems Theory) to better understand the emotional patterns and predictive reactivity in teams and organizations during times of change and stress.

A member of the Houston Organizational Development Network, Watson in the past served on the membership committee for the Association for Talent Development, Houston Chapter. As a credentialed mediator, he previously volunteered at the Montgomery County Dispute Resolution Center.



Bethany Wooster
Field Specialist, Wireless Solutions,
Premier

In her role as Field Specialist for Wireless Solutions, Bethany Wooster supports and cultivates Premier's supplier partnerships and serves as a subject matter expert for members, sponsor organizations, and field staff. Wooster's experience prior to joining Premier includes over 10 years of wireless experience in several roles, including technical support, performance assurance, training, and national account management.



Marilyn Yager
Senior Policy Advisor,
Alston & Bird

Marilyn Yager is a senior policy advisor in the Washington, D.C. office of Alston & Bird. She provides policy and political insight on a variety of health care issues and assists clients in developing, designing, and implementing their legislative and regulatory strategy.

Yager has more than 30 years of senior management, policy, and government experience in both the public and private sectors. Her public sector experience includes several roles in the Executive Branch, serving as both chief of staff to the White House chief of staff and deputy assistant to the President on health and budget in the Office of Public Liaison. She also served as professional staff on the Senate Labor and Human Resources Committee for Massachusetts Senator John Kerry and spent five years as a legislative aide in the House of Representatives.

Marilyn Yager also has considerable experience in government affairs, having served as executive director of the Renal Leadership Council, director of health policy at Vanderbilt University Medical Center, and director of federal relations for the Massachusetts Hospital Association.



Aisling Warde
Zaccarelli
*Vice President, Government Affairs,
GNYHA Ventures*

Aisling Warde Zaccarelli joined GNYHA in 2005, and has since focused exclusively on federal legislative affairs. Since 2011, she has dedicated her time to GNYHA's business issues in particular.

Immediately prior to GNYHA, Zaccarelli served as a policy analyst for the Centers for Medicare & Medicaid Services (CMS) in the Office of Legislation based in Washington, D.C., where she acted as a liaison between the agency and Congress. She began her federal service in 2002 when she was selected as a Presidential Management Fellow and rotated to various offices within the CMS, as well as to the White House Office of Management and Budget (OMB).

Prior to pursuing her MSPH in health policy from the University of North Carolina at Chapel Hill's School of Public Health, Zaccarelli was the Research Coordinator for a Harvard Medical School laboratory based in the Beth Israel Deaconess Medical Center in Boston, MA. She earned her Bachelor of Science in Biology, Honors Program, from Villanova University in 1997.



Lara Zuehlke
*Director of Content,
Pierpont Communications*

Over the past two decades, Lara Zuehlke has wrangled those 26 letters of the alphabet in every way imaginable. From magazine editorial and content strategy to integrated marketing and digital engagement, she understands how to identify the story and share it through every type of channel to reach the right audience—at the right time.

An award-winning writer, Zuehlke works with B2B and B2C organizations seeking to better define and more boldly tell their brand stories through integrated marketing, PR, and digital campaigns. Over the years, she has worked with a broad portfolio of clients—ranging from start-ups and nonprofits to

private companies and Fortune 500 firms across diverse verticals. With a deep background in personal development, Zuehlke also regularly speaks and provides training for organizations in the areas of brand storytelling, content strategy & development, and leading and working with creative teams.

A third-generation Aggie, Zuehlke received a bachelor's in journalism from Texas A&M University. Her work has garnered more than a dozen industry awards, and in 2015, she was named the Gene Barnwell Waugh Mentor of the Year by Women Communicators of Austin.

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