

innovatix +  **ESSENSA**
PREMIER INC. COMPANIES

National Meeting and Expo **2018**

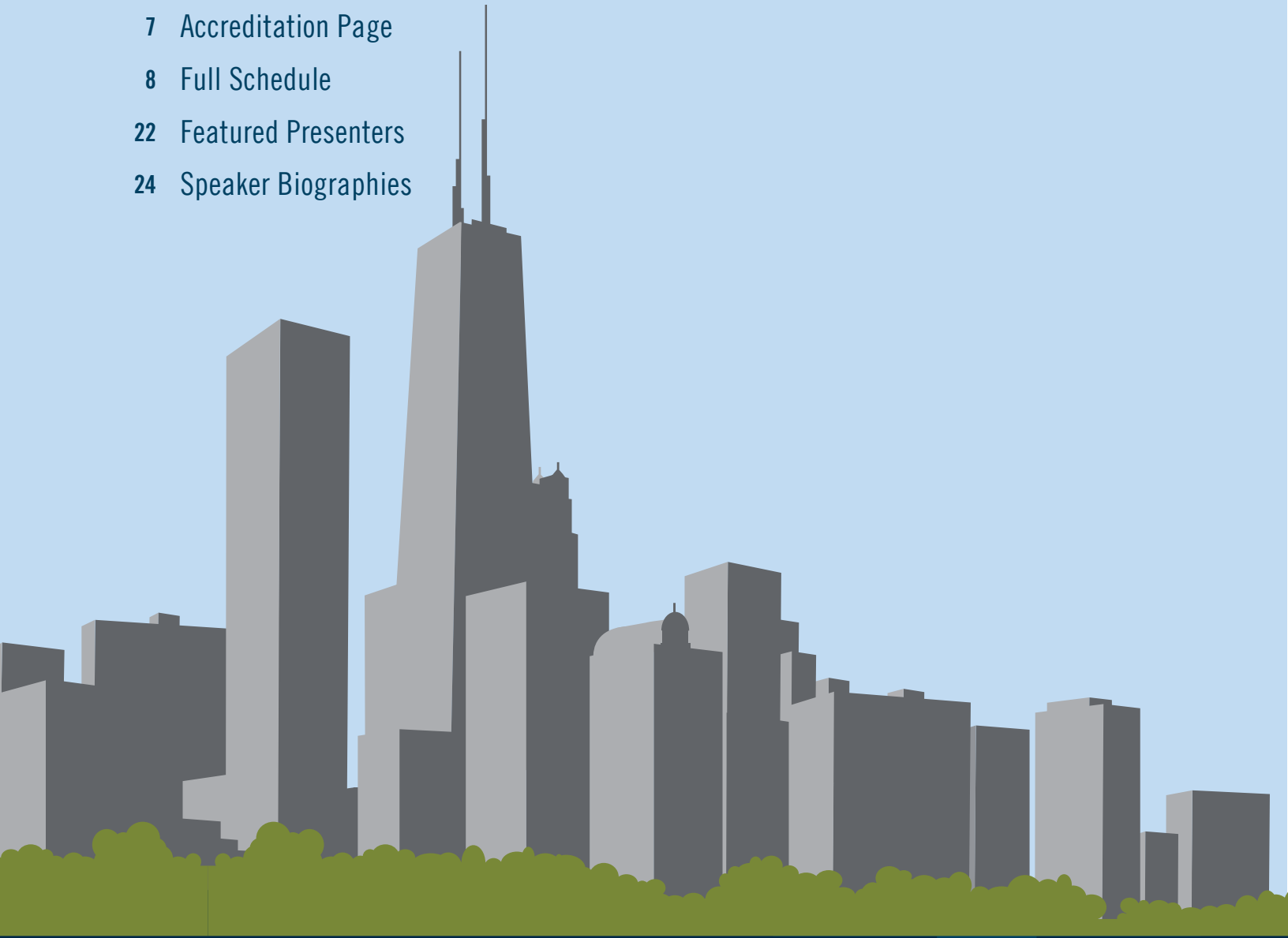
CHICAGO



OCTOBER 10 -12, 2018
SHERATON GRAND HOTEL
CHICAGO, IL

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#InnovatixEssensa18



WELCOME TO CHICAGO

We're so glad you could join us at the 2018 Innovatix + Essensa National Meeting & Expo. We're excited to be in Chicago, a city whose commercial and cultural contributions to our national prosperity are an inspiration to us all.

It's a fitting location, because our goal for this meeting is to contribute to the prosperity of our attendees. These three days of educational, networking, and collaborative activities will inspire each of us and send us home with new connections, strategies, and ideas to improve our individual business operations.

In preparation for this year's meeting, I've spent quite a bit of time reflecting on leadership, which you'll hear me discuss during our welcome lunch. With the extensive resources of our parent company, Premier – combined with our 25+ years of experience in this space – I believe that Innovatix and Essensa have become national leaders in group purchasing for the healthcare providers and businesses we serve.

Not only do we continue to save members money through our hands-on approach to purchasing, we also continually pursue innovation and introduce new, value-added initiatives. Over the next few months, we'll be rolling out an exciting new online marketplace ("**stockd**") to complement our group purchasing program and meet your needs for a dynamic, easily accessible purchasing experience. I invite you to visit our Member Lounge to learn more.

Rest assured, however, that Innovatix and Essensa aren't the only leaders at this meeting. Take a look around and you'll see that we've assembled a group of attendees – members, suppliers, partners, and speakers – who are leaders in their respective fields. Be sure to take advantage of their presence and your time here by:

- Participating in our educational sessions to engage with experts on clinical topics; government affairs and regulatory issues; and business management and operations.
- Attending our keynote sessions to learn and receive inspiration from renowned speakers, including NASA space mission commander Mark Kelly, political analyst Tom Bevan, and business innovator Seth Mattison.
- Taking part in our networking events, held onsite Wednesday night and at the world-renowned Field Museum on Thursday. There you can interact with your colleagues, make new connections, and discover how we can work together for our mutual success.

I also urge you to spend as much time as possible in our Exhibition Hall, where more than 120 leading suppliers will be in attendance. We've changed the format this year to offer Exhibition Hall hours on Wednesday and Thursday so that members and suppliers have ample opportunities to connect. These connections serve as the cornerstone of our meeting and lead to collaborative environments in which we all can thrive. Please make the most of your time together.

Our decisions and actions define us as leaders for the patients, customers, and employees we serve. By attending the 2018 Innovatix + Essensa National Meeting, you've established yourself as a leader willing to take proactive steps to bring your business to the next level.

My sincere thanks to all our members, suppliers, speakers, colleagues, and guests for joining us this week. I'm honored that you've chosen to be here with us and look forward to a meeting that delivers meaningful and long-lasting benefits.

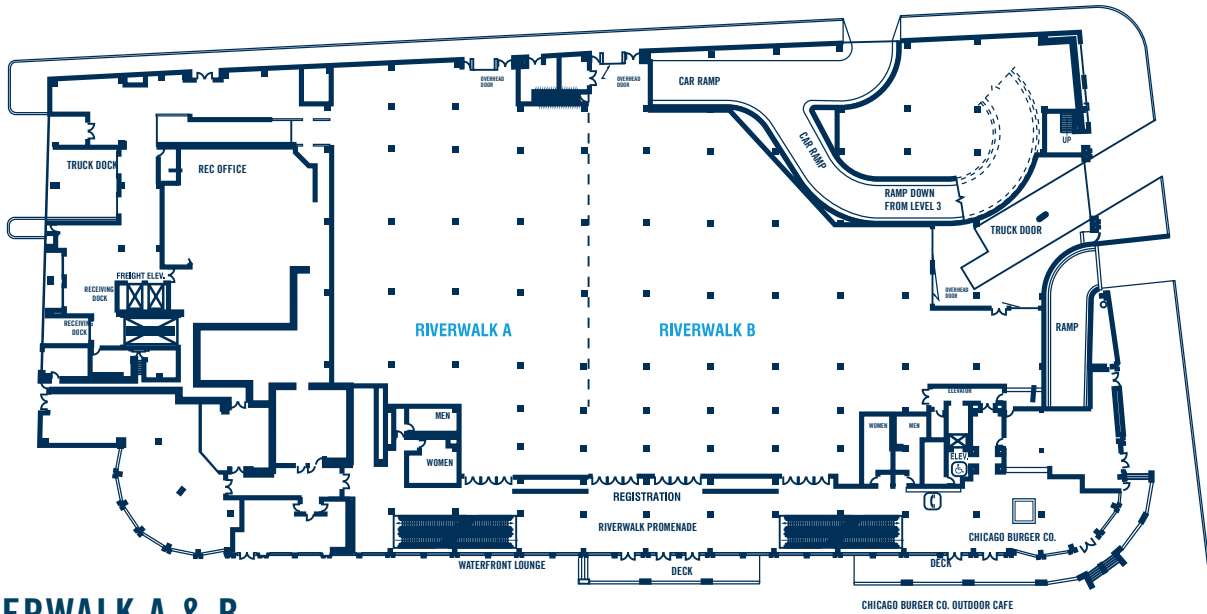


John P. Sganga
*Senior Vice President,
Alternate Site Programs,
Premier*

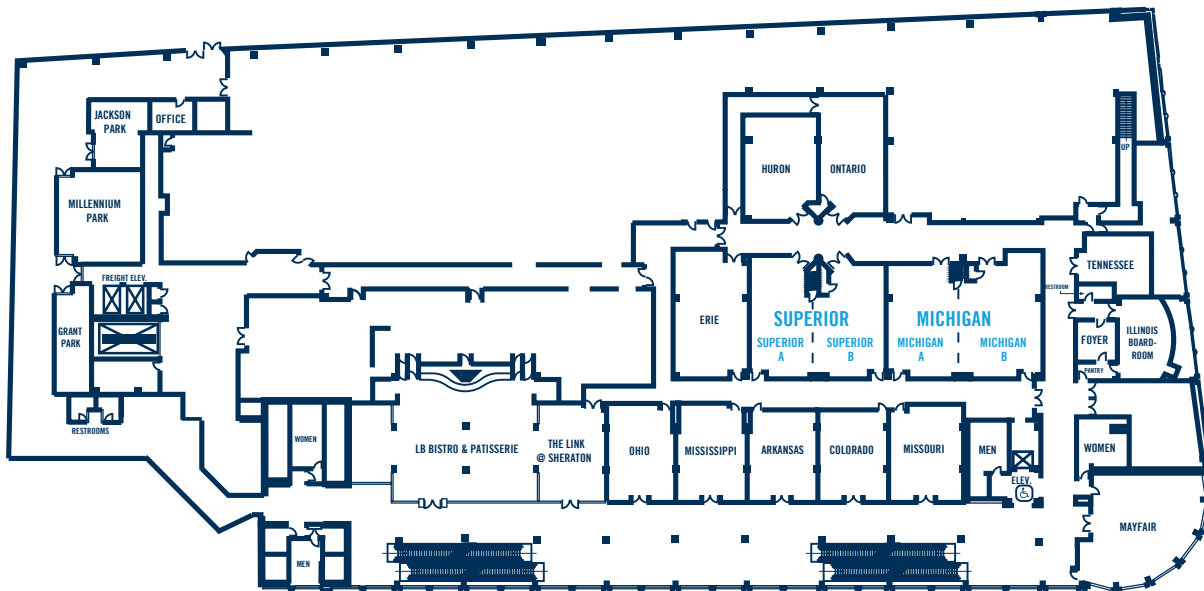


P.S. Next year's Innovatix + Essensa National Meeting will take place October 28-30 in Atlanta, GA. Please save the date; details will follow.

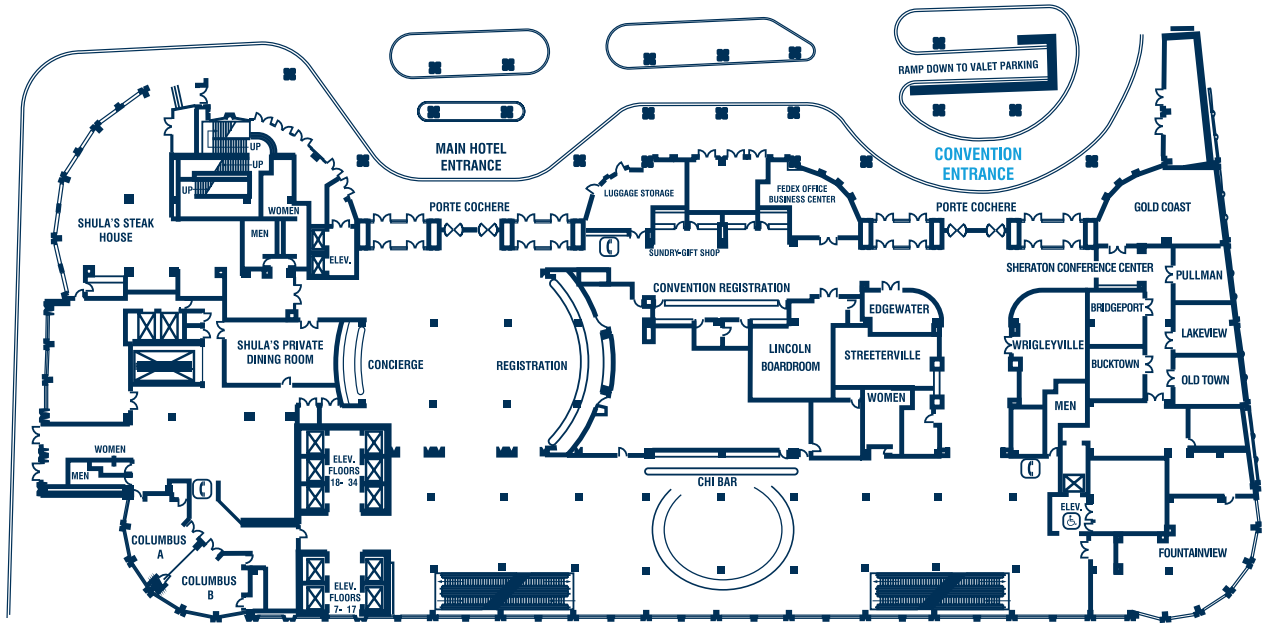
MAPS



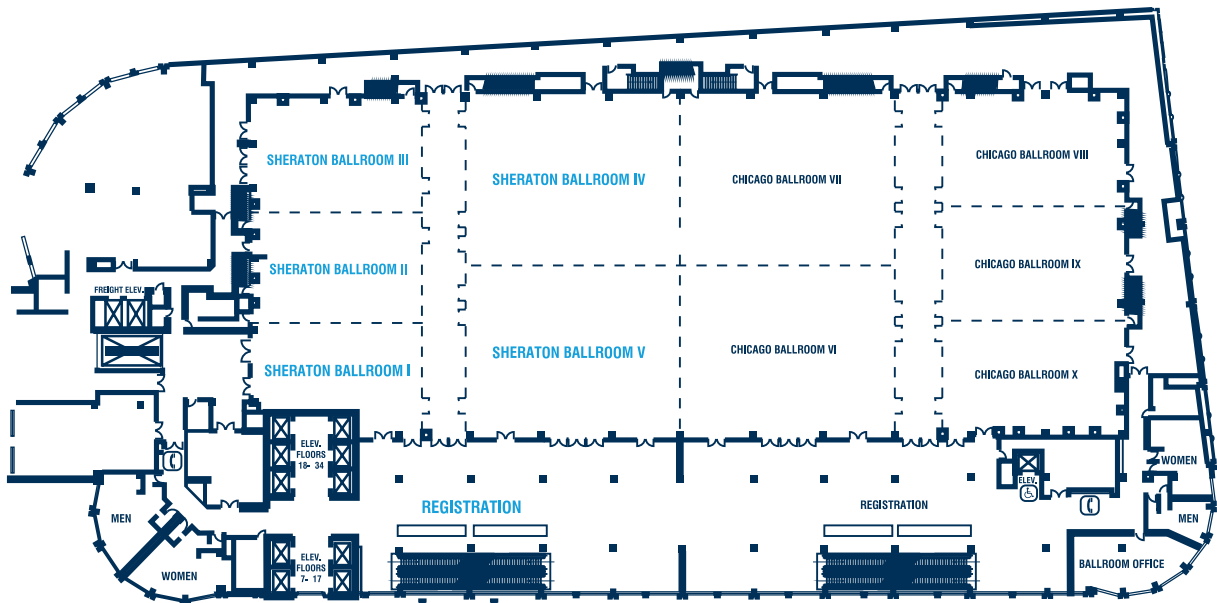
**RIVERWALK A & B
LEVEL 1**



**MEETING ROOMS
LEVEL 2**



**LOBBY
LEVEL 3**



**BALLROOM
LEVEL 4**

SCHEDULE AT-A-GLANCE

TUESDAY, OCTOBER 9

2:00 - 6:00 p.m.	Registration Desk Open	Convention Registration Desk / Lobby Level
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WEDNESDAY, OCTOBER 10

7:30 a.m. - 5:00 p.m.	Registration Desk Open	Sheraton Ballroom Promenade
9:00 - 11:45 a.m.	Innovatix + Essensa Member Lounge	Sheraton Ballroom I
12:00 - 5:00 p.m.	Exhibitor Setup <i>(Exhibitors Only)</i>	Riverwalk A & B
12:30 - 3:00 p.m.	Welcome Lunch and Special Guest Keynote with Captain Mark Kelly	Sheraton Ballroom IV / V
3:00 - 3:15 p.m.	Break	
3:15 - 4:15 p.m.	 Educational Sessions	See pages 9 - 10
4:15 - 4:30 p.m.	Break	
4:30 - 5:30 p.m.	 Educational Sessions	See pages 11 - 12
6:00 - 8:00 p.m.	Exhibition Hall / Cocktail Reception	Riverwalk A & B
8:00 - 10:00 p.m.	Member and Supplier Appreciation Celebration	Riverwalk Promenade & Deck

THURSDAY, OCTOBER 11

7:00 a.m. - 5:00 p.m.	Registration Desk Open	Sheraton Ballroom Promenade
7:15 - 9:30 a.m.	Breakfast <i>(For those not attending Government Affairs Keynote)</i>	Sheraton Ballroom II/III
7:30 - 8:30 a.m.	Government Affairs Keynote Speaker	Sheraton Ballroom IV / V
8:30 - 8:45 a.m.	Break	
8:45 - 10:00 a.m.	 Educational Sessions	See pages 13- 15
10:00 - 10:15 a.m.	Break	
10:15 - 11:30 a.m.	 Educational Sessions	See pages 15 - 17
11:30 a.m. - 12:30 p.m.	Innovatix + Essensa Member Lounge	Sheraton Ballroom I
11:30 a.m. - 12:30 p.m.	 Advisory Group Meetings	See page 17
12:30 - 2:00 p.m.	Exhibition Hall Opens <i>(Lunch served in Hall)</i>	Riverwalk A & B
2:00 - 3:30 p.m.	Exhibition Teardown <i>(Exhibitors Only)</i>	Riverwalk A & B
2:00 - 2:15 p.m.	Break	
2:15 - 3:30 p.m.	 Educational Sessions	See pages 18 - 19
3:30 - 6:00 p.m.	Reverse Trade Show <i>(Exhibitors Only)</i>	Sheraton Ballroom II/III
3:30 - 6:00 p.m.	Innovatix + Essensa Member Lounge	Sheraton Ballroom I
6:30 - 10:00 p.m.	Off-site Networking Event <i>(Badge Required)</i>	Field Museum (Meet at the Convention Entrance at 6:30 p.m. for bus departure)

FRIDAY, OCTOBER 12

8:00 a.m. - noon	Registration Desk Open	Sheraton Ballroom Promenade
8:00 - 10:00 a.m.	 Advisory Group Breakfast	Sheraton Ballroom IV / V
10:00 - 10:15 a.m.	Break	
10:15 - 11:30 a.m.	 Advisory Group Meetings	See page 21



ACCREDITATION INFORMATION

NATIONAL MEETING ACCREDITED CE SESSIONS FOR 2018

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

TARGET AUDIENCE

Pharmacy staff, Nurses, Long-Term Care (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. Evaluate the biggest challenges facing the specialty pharmacy industry today.
3. List F-tags for Psychoactive Drugs and their impact on antidepressant treatment in nursing homes
4. Identify medication-safety issues associated with intravenous fluid and drug shortages
5. Identify initiatives from the Centers for Medicare and Medicaid services to reduce avoidable re-hospitalizations and link care across settings
6. Recommend appropriate interventions for the management of adverse effects of a pain regimen
7. Identify major cyber-security threats to healthcare businesses in 2018
8. Describe the process for developing a comprehensive emergency preparedness plan

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)



This educational offering is being reviewed by the National Continuing Education Review Service (NCERS) of the National Association of Long-Term Care Administrator Boards (NAB) for 4.75 clock hours and 4.75 participant hours. **Program Approval Number: This program has been submitted (but not yet approved) for Continuing education for 4.75 total clock hours from NAB/NCERS.**

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 available from each LTC administrator's CE Registry where there is an option to print the CE certificate upon successful completion and online 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: www.innovatix.cds.pesgce.com

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

FULL SCHEDULE

KEY TO SESSION TRACKS

-  Clinical
-  Government Affairs, Regulatory Issues & Alternate Payment Models
-  Business Management & Operations

TUESDAY, OCTOBER 9:

2:00 - 6:00 p.m.

Conference Registration Desk Open

 Location: *Convention Registration Desk / Lobby Level*

WEDNESDAY, OCTOBER 10:

7:30 a.m. - 5:00 p.m.

Conference Registration Desk Open

 Location: *Sheraton Ballroom Promenade*

9:00 - 11:45 a.m.

Innovatix + Essensa Member Lounge

 Location: *Sheraton Ballroom I*

Join us in our member lounge to learn about the latest and greatest Innovatix, Essensa, and Premier programs designed to support you and your business. Stop in, charge your phone, grab some refreshments, and learn how we can help you save!

12:00 - 5:00 p.m.

Exhibitor Setup (Exhibitors Only)

 Location: *Riverwalk A & B*

12:30 - 3:00 p.m.

Welcome Lunch and Keynotes

 Location: *Sheraton Ballroom IV / V*

COMPANY KEYNOTE:



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

INNOVATIX AND ESSENSA MEMBER AWARDS:
Presented by: Premier Alternate Site Programs Senior Team

Innovatix and Essensa Member Awards recognize members who make use of all available resources to lower their supply chain costs through extensive participation in the Innovatix and Essensa purchasing programs. Members are evaluated on commitment to using Innovatix and Essensa resources, involvement in new purchasing initiatives, willingness to provide constructive feedback, and overall participation in Innovatix and Essensa programs.

Join us as we honor our award winners in five categories:

- Home Infusion Provider
- Long-Term Care Pharmacy
- Assisted Living Facility
- Skilled Nursing Facility
- Business and Industry

SPECIAL GUEST KEYNOTE:



Captain Mark Kelly
*NASA Space Mission Commander
and American Hero*

3:00 - 3:15 p.m.

Break

3:15 - 4:15 p.m.

SESSION 1A:
**Specialty Pharmacy 101: What It Takes to
Enter and Remain Competitive in an
Ever-Changing Industry**

 **Location:** Michigan B



Sheila Arquette, RPh
*Executive Director,
National Association of Specialty Pharmacy*

Overview: This is an exciting, dynamic, demanding, and often disruptive time for specialty pharmacy. In this session, we will discuss what you should consider before entering the specialty pharmacy market. Participants will learn what is required to continue to remain competitive in this ever-changing and evolving industry.



ACCREDITATION: 1 Contact Hour
ACPE: Pharmacists (UAN: 0409-0000-18-L04-P)
ACPE: Technicians (UAN: 0409-0000-18-L04-T)

SESSION 1B:

Politics and Policy: 2018 Midterm Elections and Beyond

📍 Location: *Michigan A*



Blair Childs

*Senior Vice President, Public Affairs,
Premier*

Overview: This session includes an in-depth look at recent health policy changes inside the Washington, D.C beltway, and examines how non-acute providers can navigate the shifting political landscape.

Now that we are two years into the Trump Administration—and with the 2018 midterm elections just around the corner—this is a critical juncture to assess healthcare challenges and opportunities. We will explore the health policy issues that will have the greatest impact on voters, what to expect in the “lame duck” Congressional session, and what healthcare issues will emerge with prominence when the 116th Congress convenes in January 2019.

SESSION 1C:

The Buzz about Bitcoin and Blockchain: Emerging Technology and Your Supply Chain

📍 Location: *Superior A*



Johnny Largin

*Director, Sourcing Technology,
Premier*

Overview: You’ve likely heard a great deal of buzz about Bitcoin and blockchain technology over the past couple of years. But beyond the buzz, what do you really know about these emerging technologies? Are they relevant to your business? If so, how would you begin to incorporate them?

This session will deliver a basic overview of Bitcoin and blockchain technology and their impact on supply chain. Attendees will learn what this technology is and what it isn’t, and, through use cases and examples, understand its potential impact on their businesses. Participants will leave the session armed with the knowledge needed to intelligently evaluate whether and how Bitcoin and blockchain may address their supply chain challenges.

4:15 - 4:30 p.m.

Break

4:30 - 5:30 p.m.

SESSION 2A:

Specialty, Oncology, Biosimilar and ID Drugs: What is in the Pipeline? – The 2018 Update

 Location: Michigan B



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

Overview: Interest continues to rise in developing specialty drugs, improved chemotherapy, and next-generation parenteral infectious diseases (ID) drugs— as well as biosimilars.

To date, 11 biosimilars have already received FDA approval, 3 have entered the U.S. market, and numerous other biosimilar applications are currently pending review by the FDA. New parenteral ID drugs for complicated or antimicrobial-resistant infections have been approved recently, with others awaiting decision from the FDA.

This session will 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. It will also offer an update on recent approvals and advances in the ID field.



ACCREDITATION: 1 Contact Hour

ACPE: Pharmacists (UAN: 0409-0000-18-011-L04-P)

ACPE: Technicians (UAN: 0409-0000-18-011-L04-T)

ACCN: Nurses

SESSION 2B:

The Three C's: Cybercrimes, Cybersecurity, and Cyber Liability

 Location: Michigan A

Rick Cantrall, MCSE, MCSA, MCA
Infrastructure Engineer, PowerForm

Overview: Businesses face growing cybersecurity threats, which exploit weaknesses within their IT infrastructure. For healthcare entities, these breaches threaten to expose electronic protected health information (ePHI) to unauthorized parties.

This session will focus on these cybersecurity threats and share detailed information about effective protocols to minimize breaches and protect sensitive data kept on all electronic devices. Additionally, we will discuss the benefits of hiring a cybersecurity employee or specialist. Attendees will understand why it's important to consider a cyber liability policy to protect their business from nefarious cybercriminals.



ACCREDITATION: 1 Contact Hour
ACPE: Pharmacists (UAN: 0409-0000-18-019-L04-P)
ACPE: Technicians (UAN: 0409-0000-18-019-L04-T)

SESSION 2C:

How to Serve a Diverse Customer Base

 **Location:** Superior A



Doug Harris
Chief Executive Officer,
The Kaleidoscope Group

Overview: Customer satisfaction and loyalty drive business success for most organizations, no matter who the customer is. Leaders will often say, "Our customers are our main organizational priority, if you can't show me how diversity will positively impact them, I'm not interested."

Many diversity efforts are internally focused and do not make the direct link to the impact on the customer. This session will discuss the many ways an effective diversity journey can influence your customer satisfaction and loyalty, and ultimately make your business more successful.



ACCREDITATION:
NAB: Long-Term Care Administrators

6:00 - 8:00 p.m.

Exhibition Hall / Cocktail Reception

 **Location:** Riverwalk A & B

8:00 - 10:00 p.m.

Member and Supplier Appreciation Celebration (Onsite)

 **Location:** Riverwalk Promenade and adjacent outdoor area on river

THURSDAY, OCTOBER 11

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

Registration Desk Open

 **Location:** Sheraton Ballroom Promenade

7:15 - 9:30 a.m.

Breakfast

(For those not attending Government Affairs Keynote)

 Location: Sheraton Ballroom II/III

7:30 - 8:30 a.m.

Government Affairs Keynote Speaker

(For those attending this session, breakfast will be served in the Ballroom)

 Location: Sheraton Ballroom IV / V

SPEAKER:



Tom Bevan

Political Analyst,
Founder of Real Clear Politics

8:30 - 8:45 a.m.

Break

8:45 - 10:00 a.m.

SESSION 3A:

Late Life Depression Treatment Considerations: What's New and Deserving?

 Location: Michigan B



Manju Beier, PharmD

Senior Partner & Founder,
Geriatric Consultant Resources

Overview: Late-life depression is common and may require long-term therapy to achieve response and prevent recurrence. Cognitive impairment and other medical conditions often coexist and require extra caution and vigilance.

Appropriate medication selection is based on several factors, which need to be considered for initiation of therapy and long-term monitoring and maintenance. This discussion will also highlight recent F-tags for nursing homes that target psychoactive drugs, including antidepressants.



ACCREDITATION: 1.25 Contact Hours

ACPE: Pharmacists (UAN: 0409-0000-18-012-L01-P)

ACPE: Technicians (UAN: 0409-0000-18-012-L01-T)

ACCN: Nurses

SESSION 3B:

Navigating the Shifting Provider Reimbursement Landscape

 Location: *Michigan A*



Brad Kile, PhD
President,
Dumbarton Group & Associates

Overview: Non-acute provider drug reimbursements have undergone major shifts in recent years, with the implementation of the Affordable Care Act (ACA) and commercial market changes.

This session 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. The session will also include 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 (UAN: 0409-0000-18-014-L03-P)

ACPE: Technicians (UAN: 0409-0000-18-014-L03-T)

SESSION 3C:

Creating a Compelling Strategic Vision

 Location: *Superior A*



Matthew Kelly
Partner and Business Designer,
Do Tank



Carl Zuhl
Partner and Business Designer,
Do Tank

Overview: Create a compelling vision for the future of your business. Explore what success looks like, the bold steps necessary to get there, and the obstacles and supports that you will encounter on the journey.

In this hands-on session, we will use “design thinking” techniques to visually map out the north star that will guide you in the work that you do. This approach is something you can bring back with you to energize and align your team going forward. Experience an exciting way to start designing your business strategy for the future.



ACCREDITATION:
NAB: Long-Term Care Administrators

10:00 - 10:15 a.m.

Break

10:15 - 11:30 a.m.

SESSION 4A:

Balancing Unpredictable Intravenous Medication Supply with the Demand for Safe Injection Practices

 Location: Michigan B



Matt Grissinger, RPh

Director of Error Reporting Programs,
Institute for Safe Medication Practices (ISMP)

Overview: Providing safe and effective intravenous drug therapy has become extremely challenging during extended drug shortages. Ongoing lack of availability of some medications and fluids has resulted in changes in administration expectations and behaviors, at times leading to unsafe injection practices, compromised care, and potentially harmful errors.

In this session, experts from ISMP will discuss practical recommendations for optimizing the safety of intravenous medication use during times of drug shortages.



ACCREDITATION: 1.25 Contact Hours
ACPE: Pharmacists (UAN: 0409-0000-18-013-L05-P)
ACPE: Technicians (UAN: 0409-0000-18-013-L05-T)
ACCN: Nurses

SESSION 4B: Emerging Quality and Safety Trends in Medication Management

📍 Location: *Michigan A*



Paul L. Green, MS, RN, CPHQ
Vice President,
Premier Performance Partners

Overview: Medication administration and management in healthcare settings is a growing national concern. Medication management is a process that aims to facilitate safe and effective use of drugs. As health care providers know, the medication administration process is highly structured and regulated by detailed quality and safety standards. Providers must follow specific requirements to avoid medication errors, adverse drug events, medication over-utilization, and use of inappropriate medications in the elderly population.

This session will focus on challenges of implementing effective medication management processes in long-term care facilities. It will address emerging pressures, such as appropriate drug utilization in a cost-conscious environment; quality improvements concerning use of anti-psychotic medications and opioid use; maintaining medication reconciliation accurately; and managing patient safety issues associated with therapeutic duplication. It will also highlight the important role interdisciplinary team members play in promoting safety and achieving quality measures.



ACCREDITATION: 1.25 Contact Hours
NAB: Long-Term Care Administrators

SESSION 4C: Building a Marketing Automation Program

📍 Location: *Superior A*



Susan Catalano
Managing Partner,
JQLaCorte



Robert Clark
Managing Principal,
LucidPointe

Overview: You don't have hours to spend marketing your business, but you know that marketing is critical to your success. This is particularly true in healthcare, where businesses face tight margins and need practical tools to differentiate themselves and reach consumers.

What to do? Automate as much as possible! While not everything can or should run on autopilot, an automated approach to some aspects of marketing can set your business up for success without creating a strain on resources.

Incorporating lively and engaging discussion, this session is intended for non-marketing business people. It will provide the basics needed to get started right away—from what to automate to choosing the platform and level of sophistication that fit best. Attendees will obtain valuable insights to apply to their own businesses – or confidently discuss with their own marketing teams.

11:30 a.m. - 12:30 p.m.

Innovatix + Essensa Member Lounge

 **Location:** *Sheraton Ballroom I*

Join us in our member lounge to learn about the latest and greatest Innovatix, Essensa, and Premier programs designed to support you and your business. Stop in, charge your phone, grab some refreshments, and learn how we can help you save!

11:30 a.m. - 12:30 p.m.

Advisory Group Meetings #1

Advisory Group	Room
Essensa (Healthcare) Business & Industry	Superior A
Government Affairs	Superior B
Infusion (Clinical)	Arkansas
Infusion (Non-Pharma) Innovatix Specialty Pharmacy Management (ISPM)	Michigan A
Long-Term Care (Clinical) Long-Term Care (Operations) Senior Living (Contracts)	Michigan B *CE Accredited
Essensa (Non-Healthcare) Senior Living (Food)	Ohio

12:30 - 2:00 p.m.

Exhibition Hall (Lunch served in Hall)

 **Location:** *Riverwalk A & B*

2:00 - 3:30 p.m.

Exhibition Teardown (Exhibitors Only)

 **Location:** *Riverwalk A & B*

2:00 - 2:15 p.m.

Break

2:15 - 3:30 p.m.

SESSION 5A:

Treatment of Cancer Pain in the Era of Increased Opioid Scrutiny

 Location: *Michigan B*



Andrew Skirvin, PharmD

*Hematology Oncology Clinical Pharmacist,
Dana-Farber Cancer Institute*

Overview: During this session, participants will have the opportunity to review pain management principles, including types of pain, targets of pain management, barriers to pain management, approaches to different levels of pain, and symptom management. The session will incorporate cases for participants to consider management options and apply principles reviewed.



ACCREDITATION: 1.25 Contact Hours

ACPE: Pharmacists (UAN: 0409-0000-18-015-L01-P)

ACPE: Technicians (UAN: 0409-0000-18-015-L01-T)

ACCN: Nurses

SESSION 5B:

Policy Panel: Updates from NHIA, SCPC and ASCP Reimbursement Landscape

 Location: *Michigan A*



Connie Sullivan, B.S.Pharm

*Vice President of Research and Innovation,
National Home Infusion Association*



Chad Worz, PharmD, BCGP

*Executive Director and CEO,
American Society of Consultant Pharmacists*



Alan G. Rosenbloom

*President and CEO,
Senior Care Pharmacy Coalition*

Overview: This panel session explores current and upcoming regulatory and legislative initiatives of the American Society of Consultant Pharmacists (ASCP), the National Home Infusion Association (NHIA), and the Senior Care Pharmacy Coalition (SCPC).

The panelists will focus on long-term care (LTC) pharmacy and home infusion issues including: drug pricing and PBM reforms; Medicare payment for home infusion services; Medicare Part D reforms; Drug Enforcement Administration policies; and new LTC facility requirements. Participants will learn about these evolving government initiatives, how to navigate the changes, and actions being taken by the national associations to advocate for policy change.

SESSION 5C: Creating a Realistic Emergency Preparedness Plan

 **Location:** *Superior A*



Steve Wilder
*President and COO,
Sorensen, Wilder & Associates*

Overview: Emergency preparedness remains at the forefront of everyone's minds. From fires and weather emergencies to active shooter events, healthcare providers and businesses have come to realize that nobody is exempt from their potential impact. With new CMS regulations, healthcare providers must now have an emergency preparedness plan that is specific to their facility, is realistic, and is practiced and exercised regularly.

In this session, Steve Wilder, a nationally recognized healthcare safety and security consultant, will explore the process for developing a comprehensive emergency preparedness plan, starting with the risk assessment and ending with drills, exercises, and documentation.



ACCREDITATION: 1.25 Contact Hours
ACPE: Pharmacists (UAN: 0409-0000-18-020-L04-P)
ACPE: Technicians (UAN: 0409-0000-18-020-L04-T)
NAB: Long-Term Care Administrators

3:30 - 6:00 p.m.

Reverse Trade Show (Exhibitors Only)

Exhibitors, please take advantage of this opportunity to interact with member-facing Innovatix/Essensa and Premier sales, customer care, and contracting teams. Speak with our teams about follow-up strategies to ensure successful meeting outcomes.

3:30 - 6:00 p.m.

Innovatix + Essensa Member Lounge

Join us in our member lounge to learn about the latest and greatest Innovatix, Essensa, and Premier programs designed to support you and your business. Stop in, charge your phone, grab some refreshments, and learn how we can help you save!

6:30 - 10:00 p.m.

Offsite Networking Event: A Night at the Field Museum

📍 Location: *Field Museum*

**Meet at the Convention Entrance at 6:30 p.m. for bus departure*

FRIDAY, OCTOBER 12

8:00 a.m. - noon

Conference Registration Desk Open

📍 Location: *Sheraton Ballroom Promenade*

8:00 - 10:00 a.m.

Advisory Group Keynote Breakfast

📍 Location: *Sheraton Ballroom IV / V*



Seth Mattison

*Co-Founder and Chief Movement Officer,
Luminate Labs*

8:00 - 10:00 a.m.

Breakfast* (All other attendees)

📍 Location: *Sheraton Ballroom II/III*

10:00 - 10:15 a.m.

Break

10:15 - 11:30 a.m.

Advisory Group Meetings #2

Advisory Group	Room
Innovatix Specialty Pharmacy Management (ISPM) Government Affairs Infusion (Clinical) Infusion (Non-Pharma) Long-Term Care (Clinical) Long-Term Care (Operations)	Superior A & B *CE Accredited
Essensa (Healthcare) Senior Living (Contracts) Essensa (Non-Healthcare) Senior Living (Food) Business & Industry	Michigan A & B

Antitrust Statement

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

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, Essensa, and Premier members.

FEATURED PRESENTERS



Captain Mark Kelly

NASA Space Mission Commander and American Hero

NASA space mission commander and American hero Captain Mark Kelly demonstrates how focus, dedication, and persistence can help you tap into your potential to succeed in any competitive setting.

With an extraordinary career of service to our military, our nation, and humanity, Captain Kelly has secured his place in history as a role model, modern-day pioneer, and leader of distinction. Together with his identical twin brother, Scott, he has laid the groundwork for the future of space exploration as the subjects of an unprecedented NASA study on how space affects the human body. Currently, Captain Kelly is on the Commercial Crew Safety Board at Space X—and is the only person at Space X who has commanded a space mission—and is co-founder of World View, a full-service commercial space launch provider.

Captain Kelly captivates audiences with lessons learned from his extensive travels and experiences in the Navy, outer space, and on the ground. From leading teams in some of the most dynamic environments imaginable, to the thrill of spaceflight, and the recovery and resilience of his wife Gabrielle Giffords, he reveals the foundations for success so you can accomplish your mission in life and work.

John P. Sganga

Senior Vice President, Alternate Site Programs, Premier

John Sganga launched Innovatix in 1993 to offer group purchasing services to non-acute healthcare 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's nearly 30 years of healthcare experience includes serving as Executive Vice President of GNYHA Ventures (the business arm of the Greater New York Hospital Association), Senior Director of Financial Operations at Columbia-Presbyterian Medical Center, and at Ernst & Young's Management Consulting Service. He provided leadership on the Executive Board of the Metropolitan Health Administrators' Association (MHAA) for 17 years, and received the 2004 Award of Distinction for his commitment to healthcare. Sganga is a fellow of the American College of Healthcare Executives (ACHE), and currently serves on the White Plains Hospital Board of Directors.



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 public service. In 2008, he was a finalist for the Ernst & Young Entrepreneur of the Year Award, New York Metro Area Healthcare Division.

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 Financial Management.



Tom Bevan

Co-Founder and Executive Editor, RealClearPolitics

Tom Bevan is the co-founder and executive editor of RealClearPolitics, a trusted political source in Washington that publishes original content and selects the must-read stories and analysis from each side of the debate. With seven million monthly views, the site's calling card is its innovative RCP polling average, the first of its kind and trusted across the aisle.

Bevan addresses politics and elections. A political junkie, he also offers the historical context of today's political events so that his audience can get a better understanding of what is happening in Washington and more importantly, why.

In addition to overseeing the editorial staff and writing regular features for RealClearPolitics, Bevan's work has appeared in numerous publications, and he is featured frequently as a political analyst on Fox News, CNN, CNBC, and the BBC.

Seth Mattison

Co-Founder and Chief Movement Officer, Luminate Labs

Seth Mattison is an Internationally renowned expert and author on workforce trends, generational dynamics, and business strategy. As Co-Founder and Chief Movement Officer of Luminate Labs, Mattison advises many of the world's leading brand and organizations on the key shifts happening around talent management, change and innovation, leadership, and the future of work.

His ideas have been featured in such publications as The Wall St. Journal, Forbes, The Huffington Post, and The Globe and Mail. He was recently named to the Editors' Picks for Speakers to Watch in 2017.

For the past decade, Mattison has shared his insights with thousands of business leaders around the world and has received accolades from many of the world's best brands including: MasterCard, Johnson and Johnson, Microsoft, Kraft Foods, AT&T, PepsiCo, GE Energy, Cisco, State Farm, Merrill Lynch, Dow, and Disney.



SPEAKER BIOGRAPHIES



Sheila Arquette

*Executive Director,
National Association
of Specialty Pharmacy*

Sheila Arquette is the Executive Director of the National Association of Specialty Pharmacy (NASP). She holds a Bachelor of Science degree in Pharmacy from the State University of New York at Buffalo School of Pharmacy. She has extensive practical and leadership experience in retail pharmacy, hospital pharmacy, long-term care consulting and dispensing, in addition to the managed care, PBM, and specialty pharmacy space. She is a regular speaker and participant at national pharmacy conferences, roundtables, and industry meetings.

Prior joining NASP in February 2017, Arquette was the Director of Pharmacy Services at Independent Health. She also served on the NASP membership committee and as the co-chair of the Government Affairs Committee prior to assuming her role as Executive Director. Arquette was elected to the NASP Board of Directors and received the NASP Distinguished Service Award in September 2016. She also is a long-standing member of the Academy of Managed Care Pharmacy.



Manju T. Beier, Pharm D., BCGP, FASCP

*President, Geriatric Consultant
Resources*

Manju T. Beier is President of Geriatric Consultant Resources. She has extensive experience targeting complex polypharmacy issues and addressing medication

management in older adults. She is also Adjunct Clinical Associate Professor of Pharmacy at the University of Michigan, Ann Arbor, and a BCGP.

Dr. Beier serves on the national Epocrates Senior Clinical Board as the only pharmacist with expertise in geriatrics. Her experience in drug-drug and drug-gene interactions make her uniquely qualified in the domain of personalized medicine, pharmacogenomics, and polypharmacy.

Dr. Beier is the 2006 recipient of the prestigious George F. Archambault Award conferred by American Society of Consultant Pharmacists (ASCP). In 2012, she received the ASCP's Richard S. Berman Service Award.

Rick Cantrall, MCSE, MCSA, MCA

Infrastructure Engineer, PowerForm

Rick Cantrall serves as the lead infrastructure engineer and architect for PowerForm, an IT firm, specializing in cybersecurity and digital privacy platforms. He is a mechanical engineer by education and has worked as a pioneer and trendsetter in the IT/computer industry for the past 30 years.

Cantrall's firm takes hands-on approach to client support and management. He services companies ranging from one employee to over 30,000, and across all business sectors including medical/healthcare, accounting, automotive, financial services, construction, non-profit organizations, and commodity brokerages. Cantrall leads a technical team that pushes cybersecurity testing outside conventional thinking and boundaries. He designs and builds data centers and/or small server farms with focus on physical and virtual security of all electronic devices. He is a frequent speaker on all things cybercrimes and cybersecurity.



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.

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.



Blair Childs

*Senior Vice President of Public
Affairs, Premier*

Blair Childs is Senior Vice President of Public Affairs for Premier, leading the Advocacy, Communications, Safety and thought leadership units and serving on the company's executive team. He works with Congress, the White House, and other policymakers involved in health policy.

Childs has been at the center of policy issues for more than two decades, playing a leading role on issues impacting medical devices, pharmaceuticals, insurers, and hospitals. Childs has held senior management positions in professional, trade, and advocacy associations and a Fortune 25 company.



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.



Liya Davydov, PharmD, BCPS, BCGP

*Senior Director,
Clinical Pharmacy Services,
Innovatix*

Dr. Liya Davydov currently serves as a Senior Director of Clinical Pharmacy Services at Innovatix, where she focuses on the specialty and home infusion pharmacy segments. Prior to joining Innovatix, she worked as a Clinical Pharmacy Manager at Fidelis Care New York, a managed Medicaid HMO in New York State. Prior to Fidelis Care New York, she held a Clinical Pharmacy Manager position at St. John's Episcopal Hospital.

Dr. Davydov earned both her degrees, BS 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.



Paul L. Green, MS, RN, CPHQ

*Vice President,
Premier Performance Partners*

As Vice President in Premier Performance Partners, Paul Green leads advisory services for high reliability and complex clinical quality transformation solutions, along with regulatory and accreditation solutions. He has over 30 years of healthcare experience in the areas of delivery, administration, executive leadership, care coordination, quality improvement, risk management, and consulting.

Green is a nationally recognized expert in licensure and accreditation issues, clinical quality improvement, systemic efforts for improving patient safety, and executive leadership development. His work supports transformational change to achieve improved clinical and operational outcomes. He has designed and led continuum focused care management strategies for integrated systems in numerous communities for over 20 years.

Green is a graduate of the State University of New York at Buffalo, with undergraduate degrees in Biology and Nursing. He holds a master's degree in Child Health Nursing and Nursing Education.



Matthew Grissinger, RPh, FISMP, FASCP

*Director of Error Reporting
Programs, Institute for
Safe Medication Practices*

Matthew Grissinger, RPh, FISMP, FASCP is the Director of Error Reporting Programs at the Institute for Safe Medication Practices (ISMP) as well as the Manager of Medication Safety Analysis for the Pennsylvania Patient Safety Authority (PSA). He has published numerous articles in the pharmacy literature, including regular columns in P&T and the PSA Patient Safety.

Grissinger serves as the Chair for the National Coordinating Council for Medication Error Reporting and Prevention (NCC MERP). He also serves on the National Quality Form (NQF) Common Formats Expert Panel, the Editorial Board for P&T, and the Faculty Advisory Board for the Pharmacy Learning Network (PLN).

Grissinger received a BS in Pharmacy from the Philadelphia College of Pharmacy and Science. He is a fellow of the ISMP as well as the American Society of Consultant Pharmacists.



Doug Harris

*Chief Executive Officer,
The Kaleidoscope Group*

Doug Harris is CEO of The Kaleidoscope Group, a Diversity and Inclusion (D&I) consulting firm in Chicago. For over 30 years, Harris has combined compassion with a keen business sense to shepherd organizations, teams, and executives forward as the diversity dialogue has evolved from compliance to fostering inclusion and, ultimately, to achieving exceptional business outcomes.

Powerfully balancing the practical and the philosophical, Harris has partnered with countless clients to create customized strategies that address their specific and unique diversity needs. He works closely with leaders and executives to champion D&I, and to develop commitment and enthusiasm across all employee groups. Harris has designed cutting-edge content on the topics of conscious and unconscious inclusion, gender equality and equity, and generational differences. Clients have described his energy and passion for the work as “contagious,” and few have walked away with anything less than an unforgettable experience. Harris’s self-described mission is “to free the human potential.”



Matt Kelly

*Partner & Business Designer,
Do Tank*

As a partner and business designer at Do Tank, Kelly assists organizations with alignment and clarity about the current state of their business, competition, economic challenges, and vision for the future. He is skilled in facilitating synthesis of multiple perspectives into a clear strategy and plan for action. Strategic planning, product and service innovation, and organizational culture work are areas where Kelly spends most of his professional time.

Kelly has an undergraduate degree from the University of Chicago and an MBA from the University of Illinois at Chicago.



Brad Kile

*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. Dr. Kile 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.



Johnny Largin

*Director, Sourcing Technology,
Premier*

Johnny Largin joined Premier in 2015 and serves as the Director, Sourcing Technology within the supply chain services division. He possesses over 18 years of business and technology experience including design engineering, software application development, and business analytics support. His current focus is split between driving the group purchasing technology strategy and product management.

Largin is passionate about identifying the right solution that answers today's business problems while keeping in mind the unknown of tomorrow. His time-saving tools have been adopted by companies in the banking, health-care, and legal industries. His contributions have led to improved quality and lower-cost operations.

Largin holds a Master of Information Systems degree, is a certified leader in Continuous Improvement, and was recently awarded a Lean Healthcare Project certification. He also serves on the Advisory Council for the Institute for Supply Management - Carolinas-Virginia.



J. Andrew Orr-Skirvin, Pharm.D., RPh., BCOP

*Associate Clinical Professor
& Interim Department Chair,
Northeastern University*

Andrew Orr-Skirvin has been a faculty member for 25 years, teaching pharmacy students and providing clinical services to oncology patients. Dr. Orr-Skirvin's interest areas include adult oncology and hematology patient care. In particular, he focuses on supportive care for oncology patients, including pain management, symptom control, and minimizing toxicity.

Dr. Orr-Skirvin attended Oregon State University, where he earned his Bachelor of Science in Pharmacy,

and the University of Texas Health Science Center in San Antonio, where he earned his Doctor of Pharmacy from the University of Texas at Austin. He completed an oncology pharmacy residency at the Audie Murphy Veterans Hospital in San Antonio.



Alan G. Rosenbloom
*President and CEO,
Senior Care Pharmacy Coalition*

Alan G. Rosenbloom serves as president and CEO of the Senior Care Pharmacy Coalition (SCPC), the only trade group in Washington dedicated exclusively to the political and public policy interests of long-term care pharmacies. He helped a small group of pharmacies create the SCPC in October 2014. During his tenure, SCPC influenced numerous policy decisions benefitting long-term care pharmacies and patients.

Rosenbloom has spent his entire professional career in healthcare, including stints as president of the Alliance for Quality Nursing Home Care, president and CEO of the Pennsylvania Health Care Association and acting president, EVP and COO of LeadingAge. He began his career as a healthcare lawyer in Philadelphia, with a focus on representing long-term care providers.

Rosenbloom received a JD from the University of Pennsylvania, where he served as associate editor of the Law Review, and also studied public policy at the Wharton School. He received his undergraduate degree from the University of Massachusetts.



**Connie Sullivan,
B.S. Pharm**
*Vice President of
Research and Innovation,
National Home Infusion Association*

Connie Sullivan is the vice president of research and innovation for the National Home Infusion Association (NHIA). Sullivan has over 20 years of home infusion management and clinical practice experience, and is responsible for providing NHIA members with support

and education on home infusion pharmacy issues such as sterile compounding regulations and clinical pharmacy best practices. Sullivan leads NHIA's initiatives to create national quality standards through the implementation of benchmarking programs to describe and quantify the value of home infusion services.

In addition to her work for NHIA, Sullivan also oversees the research, leadership development, and education activities sponsored by the National Home Infusion Foundation. Sullivan is the current vice chair of the United States Pharmacopeial (USP) Sterile Compounding Expert Committee, and a member of the Parenteral Nutrition Expert Panel. Prior to joining NHIA, Sullivan served for 15 years as the national director of home infusion for HCR Manorcare, based in Toledo, Ohio. Sullivan graduated from The Ohio State University College of Pharmacy in 1994.



Steve Wilder
*President and COO, Sorensen,
Wilder & Associates*

Steve Wilder has spent the past 35 years in healthcare safety, security, and risk management, providing consultation services to hundreds of clients, including hospitals, long-term care facilities, clinics, and physician practices. In his corporate career, Wilder served as Director of Risk Management for a hospital, Corporate Director of Risk Management for a long-term care corporation, and Corporate Director of Safety/Security for a system with 10 hospitals and 15 long-term care facilities.

An experienced trial expert, Wilder consults for law firms and insurance companies on issues of safety, security, aggression management, and workplace violence. He is co-author of the book "The Essentials of Aggression Management in Healthcare: From Talk-down to Takedown." He is a Board-Certified Healthcare Safety Professional, and holds multiple certifications with the United States Department of Homeland Security. Wilder also spent 35 years in the fire service and is a retired fire chief in the suburbs of Chicago.



Chad Worz, PharmD, BCGP

*Executive Director and CEO,
American Society of
Consultant Pharmacists*

Chad Worz is the executive director and chief executive officer of the American Society of Consultant Pharmacists (ASCP). A graduate of the University of Cincinnati College of Pharmacy, Worz developed an innovative clinical practice in a long-term care setting in Ohio and directed the pharmacy practice of a regional, independent pharmacy serving 10,000 long-term care residents.

Worz established his geriatric-based practice, Medication Managers, LLC, to educate and serve nursing facility residents, nursing facility administration, long-term care pharmacies, and the public through a comprehensive knowledge of medication use. It expanded to provide consulting services to more than 600 nursing centers and over 35,000 skilled nursing, assisted living, and developmentally disabled clients across the country. Worz also helped start RxConcile, a telepharmacy application that connects nursing facility discharge patients with a live pharmacist for education and consultation on their medications.



Carl Zuhl

*Partner & Business Designer,
Do Tank*

As a partner and business designer at Do Tank, Zuhl supports clients by getting teams to think boldly about their businesses and strategies, both in their current and future states. Pushing them outside their comfort zone to build unique and different ideas, he directs clients into another way of thinking. His work enables clients to drive growth in their core business as well as design, prototype, and test new adjacent and transformative businesses.

Zuhl has a bachelor's degree from Purdue University and a dual master's MS-MBA degree from Boston University.

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MEMBER LOUNGE DETAILS

Location: Sheraton Ballroom I

Wednesday, October 10:
9:00 – 11:45 a.m.

Thursday, October 11:
11:30 a.m. – 12:30 p.m.
3:30 – 6:00 p.m.



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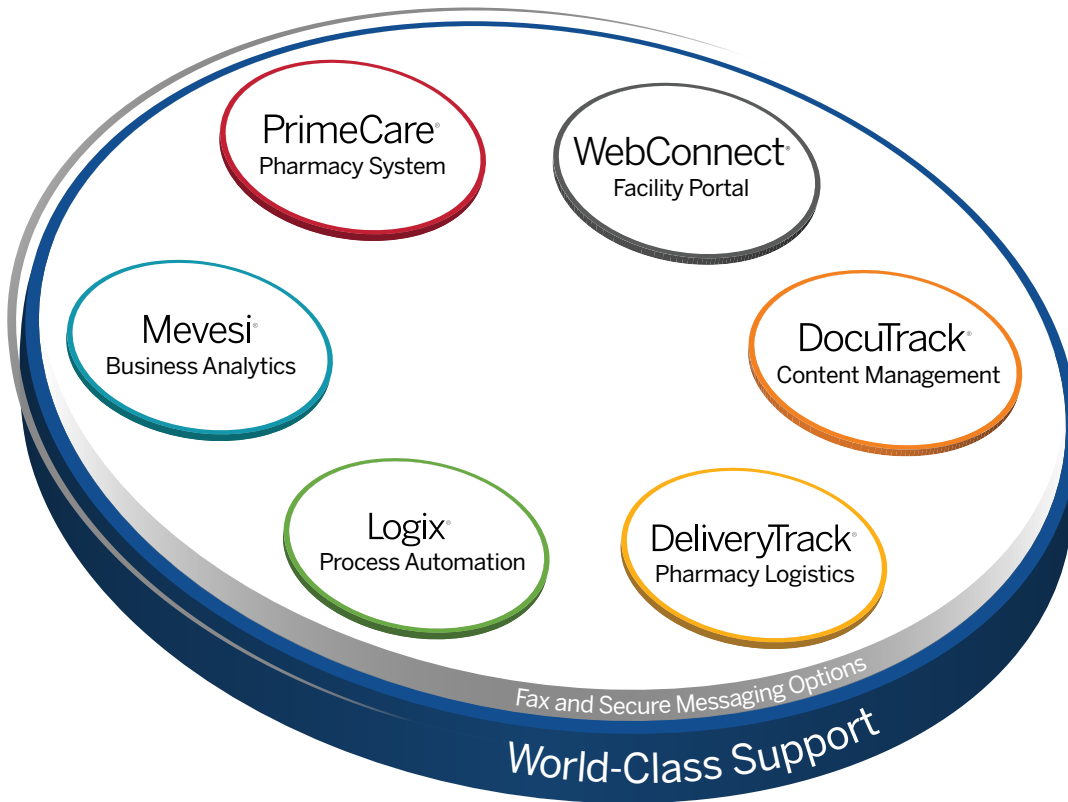
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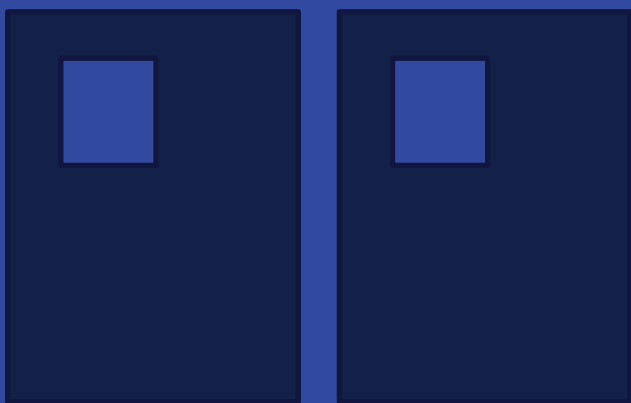
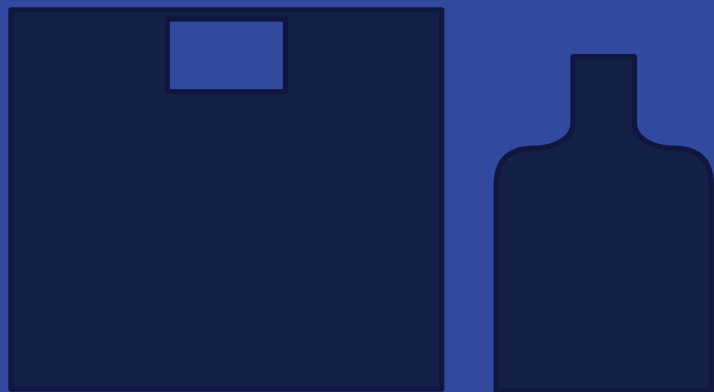
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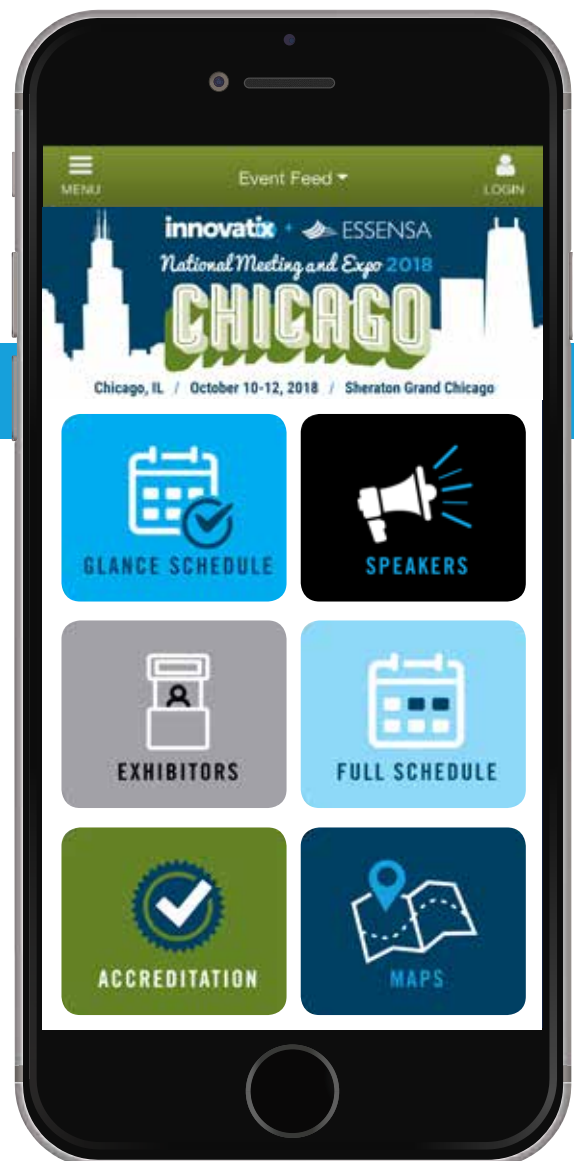
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The hall will also feature lunch and a cocktail reception to help bring attendees and exhibitors together. Don't miss the demonstrations, tips, giveaways, and fun throughout the conference!

EXHIBIT HALL DETAILS:

Location: Riverwalk A & B

Wednesday, October 10:

6:00 – 8:00 p.m.

Thursday, October 11:

12:30 – 2:00 p.m.



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