

Key Strategies and Issues Facing Healthcare Capital Management

Presenters

- Moderated by:
 - Darren Vianueva (CRG Solutions)
- Panelists:
 - Hector Boirie (Boirie Consulting and Associates)
 - John Sdanowich (Johns Hopkins Health System)
 - Thomas Archer (Wellmont Health)
 - Beverly Schierer (MD Buyline)
 - Willie Foerstner (Princeton Management Advisory and Consulting)

Economic and Industry Pressures Impacting Capital Management

1. *Provider Challenges*
2. *Supplier Challenges*

Supplier Collaboration Life Cycle Management

- *What is Life-Cycle Management?*
- *And Why use it?*

Strategic Plan versus Operational Need

- *How do metric requirements and key stakeholders stay on track to prioritize and manage operational and strategic goals?*
- *What are some key factors to consider when trying to balance and manage the strategic plan against the operational need?*

Sources of Funding

- *In the last 12-18 months how have sources of funding changed?*
- *How will Healthcare Reform impact sources of funding going forward?*

Capital Equipment Acquisition Strategies

- *How can GPO and vendor contracts be managed and utilized effectively?*
- *How do strategic alliance agreements, direct contracting and reverse auctions fit into the capital acquisition process?*

FASB (FAS 13)

Accounting for Leases

- *What are the potential changes?*
- *If the rules change, what areas or processes should I proactively prepare for?*

Contact Information

Panelists

Email

Allen Archer

thomas_a_archer@wellmont.org

Bev Schierer

Beverly.Schierer@mdbuyline.com

Darren Vianueva

dvianueva@crgsolutions.com

Hector Boirie

hectorboirie@sbcglobal.net

John Sdanowich

josdanow@jhmi.edu

Willie Foerstner

willie.foerstner@comcast.net

Bio's : <http://www.idnsummit.com/index.php/spring-2010/event-speakers>