

News from the IDN Summit and Expo

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FOR IMMEDIATE RELEASE

Feb. 18, 2010

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Agenda Set for Spring Gathering of Top Supply Chain Professionals

Including New Program Offerings presented by *Disney Institute*

LEXINGTON, Ky.—Hundreds of senior health system executives and their group purchasing organization and supplier partners will gather in Orlando, Fla., April 20-22 for the Spring 2010 IDN Summit and Expo at the *Walt Disney World Swan* Resort. Attendees at the event will learn how to streamline and optimize the supply chain to improve healthcare delivery. With health reform still being hotly debated in Washington—and cost control at the center of that debate—the spring IDN Summit takes on special urgency.

The theme of the event is “Working the Puzzle” of healthcare. Attendees will hear a CEO panel discussion on health reform and future trends led by Chuck Lauer, veteran healthcare industry expert and the former publisher of *Modern Healthcare* magazine. The panel includes John Hillenmeyer, CEO, Orlando Health; Michael Israel, CEO, Westchester Medical Center; Ed Lovern, Executive Vice President of Piedmont Healthcare; and Joseph Swedish, CEO, Trinity Health.

At four Peer-to-Peer Exchange Breakfasts, attendees will review in-depth four key challenges in supply chain management: physician preference items, communicating with leadership, vendor credentialing and data standardization.

Each IDN Summit features a unique reverse expo, in which health system leaders sponsor exhibit booths where suppliers can learn about the needs and interests of potential customers. Suppliers will also be interested in a new Market Intelligence Track, where sessions will focus on a range of research on aspects of the healthcare supply chain. One session, led by Mike Langlois, the former Chief of Supply Chain for Ascension Health, will analyze the results of IDN Summit and Expo’s first-ever independent survey of top healthcare supply chain executives.

Other tracks include reducing costs in Pharmacy, which accounts for nearly 18% of most health system budgets; a Strategic Management Track, where participants will learn from industry thought leaders on the effectiveness and sustainability of existing models of care delivery and the potential for success of new, disruptive models; and a Financial Operations Track, where attendees can discover proven financial and operational models that produce sustainable fiscal health and superior patient outcomes.

The event will also feature the final round of voting for the IDN Summit Search for Supply Chain Excellence in Healthcare Awards. The initial round of voting for the prestigious awards for supply chain achievement by integrated delivery networks and health systems began Jan. 15 and will close on Feb. 28. At the event, five finalists (to be announced March 8) will make presentations on their unique initiatives to attendees, who will then have the opportunity to vote to decide which of the health system contenders will win the highest recognition—the Summit of Excellence Award. The four runners-up will win Peer Choice Awards. All winners garner the attention of their peers as well as local, regional and national media coverage.

Finally, experts from *Disney Institute* will be on hand to share their insights into value chain management, healthcare leadership, managing in turbulent times and brand loyalty.

About IDN Summit and Expo

Since its creation in 1986, IDN Summit and Expo has become the leading source of collaborative networking events, education and information resources and professional services for healthcare supply chain stakeholders. It focuses on best practices, enhanced communication and improved business processes that lead to more cost-effective patient care. The spring and fall summits bring together senior healthcare executives and their group purchasing organization and supplier partners in an open, learning environment. The meetings have as their foundation a range of strategic content developed by an independent Educational Advisory Board made up of senior integrated delivery network executives. Additional information may be found at idnsummit.com.