



Supplier Education

Tuesday, September 17

The Supplier Education sessions aim to provide suppliers with valuable insights, practical knowledge, and actionable strategies to maximize their engagement and success.

The Vizient Connections Summit theme, "Reflection" is emphasized as a crucial aspect of growth and development, allowing us to learn from past experiences and identify areas for improvement and innovation.

By participating in these sessions, suppliers can enhance their skills, strengthen their relationship with Vizient, and drive positive change in healthcare to ultimately improve patient outcomes.

Maximizing Your Impact: Strategies for Effective Partnership with Vizient

10:15 – 11 a.m.

Margaux

Embark on an engaging journey featuring a panel of successful National Account Managers who have mastered engagement with Vizient. Learn from their diverse strategies, best practices, and firsthand experiences navigating challenges to build productive alliances. Delve into the details showcasing effective collaboration with Vizient, uncovering key milestones and the tangible benefits realized. This session delivers invaluable insights and actionable strategies, empowering suppliers to optimize their engagement and thrive within the Vizient ecosystem.

*Speakers: **Mike King**, GSK; **Selina Singh**, GE Healthcare; **Dave Smith**, Cardinal Health; moderated by **Dan Kistner**, Vizient*

Building Bridges: Strengthening Supplier-Provider Partnerships

10:15 – 11 a.m.

Mouton

Explore the power of collaboration and interaction in the healthcare industry. Join us as we delve into the remarkable ways data-enabled partnerships have revolutionized the supplier-provider relationship, creating bi-directional value that extends far beyond cost considerations for providers. In this session, we will shine a spotlight on successful interactions between suppliers and providers, showcasing real-world examples of collaborative efforts that have significantly enhanced outcomes. By hearing from both sides of the equation, we will gain a comprehensive understanding of the best practices for fostering effective communication and partnership in the healthcare ecosystem.

*Speakers: **Joe Hensley**, Medtronic; **Dr. James Moses**, Corewell Health; TBD, Compass One; TBD, UK Healthcare; **Juliann Helsel**, Baxter; **Karli Caruso**, Baptist Memphis; moderated by **Bonnie Lai**, Vizient*



Charting Success: Vizient Program Essentials for Suppliers

11:15 a.m. – 12 p.m.

Margaux

Delve into the fundamental pillars of Vizient's spend management business to uncover resources and opportunities for our supplier partners. Gain insight into effective engagement strategies. This session offers a comprehensive overview of Vizient programs, providing clarity on objectives, participation, and the benefits they offer suppliers. From initial steps to cultivating comprehensive engagement strategies, attendees will depart equipped to navigate the Vizient landscape with confidence.

Speakers: *Brad Mitchell*, VP, Commitment and Brand Strategies, Vizient; *Rebecca Gayden*, VP & General Manager, Capital Equipment Solutions, Vizient; *David Reardon*, AVP, Pharmacy Networks, Vizient; and *Doug Kucera*, VP, Pharmacy Contract Services, Vizient

The Future of Healthcare: Trends Across the Continuum Sites of Care

11:15 a.m. – 12 p.m.

Mouton

Emphasize the strategic importance of the non-acute care space, where 75% of growth opportunities are projected to occur. This educational session will explore key trends shaping the future of healthcare, featuring insights from various spend management leaders who will share strategies for succeeding in this dynamic sector. Gain insights into current industry trends, understand the impact of evolving healthcare outlooks, and obtain a comprehensive view of future projections. This session will equip you with practical tips and strategies to enhance your performance while addressing providers' most pressing needs. Whether adapting to new care delivery models or aligning with evolving patient care preferences, attendees will leave empowered with actionable insights to effectively navigate the complexities of the healthcare landscape.

Speakers: *Azra Behlim*, AVP, Contract Services, Pharmacy, Vizient; *Allen Passerallo*, VP, Category Management – Orthopedics, Vizient; *Micah Smith*, SVP, Sales and Delivery, Provista; *Brooke Beltran*, VP, Non-Acute Business Development, Vizient; moderated by *Karl Karlsson*, VP, Life Sciences & Industry, Vizient / *John Becker*, SVP, Data & Digital, Vizient