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2010 National Pharmacy Forum

February 10 –12, 2010

The Broadmoor, Colorado Springs, CO

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Committee Co-Chair
Senior VP, Pharmacy
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Genentech

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Vice President, Clinical Services
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Welcome

On behalf of the Health Industry Group Purchasing Association (HIGPA) and the Healthcare Industry Supply Chain Institute (HISCI), we welcome you to the 2010 National Pharmacy Forum. The Pharmacy Forum Steering Committee and staff have assembled a superlative program designed to inform and educate all event attendees. Presented by top experts in the field, the educational content and panels will expand your scope of knowledge while keeping you up-to-date on the latest developments.

Join us for the Forum's opening keynote speaker, Bruce Jenner, who earned the title "World's Greatest Athlete" after breaking the world record in the decathlon at the 1976 Olympic Games in Montreal. Bruce will translate personal lessons of leadership and perseverance into messages relevant to anyone seeking to achieve the next level of success.

This year's Forum highlights also include Dr. Mark Fendrick, Professor in Internal Medicine & Health Management and Policy and Co-Director of the Center for VBID at the University of Michigan, who will be presenting on Value Based Insurance Design (VBID). James M. Hoffman, PharmD, MS, BCPS, Medication Outcomes & Safety Officer, Pharmaceutical Department, St. Jude Children's Research Hospital, will also be featured at the event. Dr. Hoffman will discuss the ongoing debate in Congress regarding exclusivity periods and what the final legislation will mean for the future of biosimilars and the pharmaceutical market.

And don't miss sessions that feature topics such as the HITECH Act for Hospitals, Specialty Pharmaceuticals and Specialty Distribution, and Hospital and Health System Economics.

Thank you for joining us in Colorado Springs for the 2010 National Pharmacy Forum, for supporting HIGPA and HISCI, and for making such a positive contribution to the industry.

Sincerely,



Ronald A. Hartmann, PharmD
Committee Co-Chair
Senior VP, Pharmacy
MedAssets Supply Chain Systems



Mayur Shah
Committee Co-Chair
National Customer Marketing
Manager
Institutional & Federal Accounts
sanofi-aventis

Schedule of Events

Wednesday, February 10, 2010

9:00 a.m. – 5:30 p.m.

Registration Open

Rocky Mountain Foyer

11:30 a.m. – 1:00 p.m.

HIGPA Pharmacy Committee Meeting

Working Lunch

(Closed Session)

Rocky Mountain D

1:15 p.m. – 1:30 p.m.

Welcome Remarks

Curtis Rooney, President, HIGPA

Rand Ballard, MBA, Chair, HIGPA

Kim Kersten, Treasurer, HISC

Rocky Mountain AB

1:30 p.m. – 2:30 p.m.

Opening Keynote: Finding the Champion Within

Bruce Jenner, 1976 Olympic Decathlon Gold Medalist

Rocky Mountain AB

Sponsored by Pfizer Injectables



2:30 p.m. – 3:00 p.m.

Coffee Break

Rocky Mountain Foyer

3:00 p.m. – 4:00 p.m.

***US Pharmaceutical Market Overview**

Doug Long, MBA, Vice President of Industry Relations, IMS Health

Rocky Mountain AB

As in years past at the National Pharmacy Forum, this session promises an overview of the U.S. pharmaceutical market and the ongoing changes within the pharmaceutical world, with a focus on the hospital market. Market trends, current hospital data, and cutting-edge changes in the pharmaceutical industry will also be presented during this session.

**ACPE (1.0 Contact Hours) 0262-9999-10-004-L04-P*

4:00 p.m. – 4:30 p.m.

Coffee Break

Rocky Mountain Foyer



4:30 p.m. – 5:30 p.m.

Specialty Pharmaceuticals and Specialty Distribution

Mike Cunningham, PharmD, Vice President & General Manager,

GPO & Information Services, McKesson Specialty Care Solutions

Harry J. Travis, MBA, General Manager, Aetna Specialty Pharmacy

Howard Flushman, Director, Specialty Pharmacy Management Service, Health Strategies Group

Moderator: Fred Pane, RPh, BS Pharmacy, FASHP, Senior Director of Pharmacy Solutions, The Medicines Company

Rocky Mountain AB

This panel will discuss specialty pharmaceuticals and drugs in the pipeline and will also provide an overview of the business model for specialty distribution. Acute care vs. non-acute care will be addressed in this presentation as well as the purpose of the separate specialty distribution function in pharmacy.

5:30 p.m. – 7:00 p.m.

Welcome Reception

Lake Terrace Dining

Thursday, February 11, 2010

7:00 a.m. – 5:00 p.m.

Registration Open

Rocky Mountain Foyer

7:30 a.m. – 8:30 a.m.

Breakfast

Rocky Mountain CD

8:30 a.m. – 10:00 a.m.

***Future Strategy, Future Growth: How the Recession and Reform Will (and Won't) Change Hospital and Health System Economics**

Jessica Sweeney-Platt, Managing Director, The Advisory Board

Rocky Mountain AB

Weakened capital markets, high unemployment, and interventionist policy frameworks are shaking fundamental assumptions of many health systems' strategic plans. This presentation assesses the prospects for how economic dislocation and policy reform will (and will not) realign fundamental hospital incentives.

**ACPE (1.5 Contact Hours) 0262-9999-10-002-L04-P*

10:00 a.m. – 10:30 a.m.

Coffee Break

Rocky Mountain Foyer

Schedule of Events *(continued)*

10:30 a.m. – 12:00 p.m.

***The Implications of the HITECH Act for Hospitals**

Erik Johnson, MBA, Vice President, Avalere Health LLC

Rocky Mountain AB

In this exciting presentation by Avalere Health, a comprehensive overview of the Health Information Technology (HIT) incentives in the HITECH Act will be addressed as well as an overview of the current state of the electronic health record market. Further investigation of the financial and meaningful use implications of the HITECH Act in hospitals will be explored as well.

**ACPE (1.0 Contact Hours) 0262-9999-10-001-L03-P*

12:00 p.m. – 1:30 p.m.

Lunch

Rocky Mountain CD

1:30 p.m. – 3:00 p.m.

Practical Application of GS1 Standards in Healthcare

Bill Zimmerman, Director of Enterprise Information Governance, Cardinal Health

Joe Dudas, MBA, Director of Informatics, Mayo Clinic

John J. Roberts, JD, Director of Healthcare, GS1 US

Moderator: John Charalabidis, Deputy Program Manager, Department of Defense, Data Synchronization Program, Defense Medical Logistics Standard Support

Rocky Mountain AB

This dynamic panel of experts on GS1 will discuss the application of GS1 standards in a real world scenario. This session will open with a discussion on GS1 theory and then will discuss the Global Location Number (GLN) implementation process used in a collaborative pilot project by Mayo Clinic and Cardinal Health. The session will summarize the results of the project and demonstrate how to successfully implement GLN data standards.

3:00 p.m. – 3:30 p.m.

Coffee Break

Rocky Mountain Foyer

3:30 p.m. – 5:00 p.m.

Session on Biosimilars

James M. Hoffman, PharmD, MS, BCPS, Medication Outcomes & Safety Officer, Pharmaceutical Department, St. Jude Children's Research Hospital

Cole Pinnow, MBA, MS, Vice President, Global Specialty Pharmaceuticals, Hospira

Rocky Mountain AB

James Hoffman and Cole Pinnow will co-present during this session on biosimilars. Hoffman returns to the 2010 National Pharmacy Forum to build on his presentation from last year's session on biosimilars with a discussion on biologics. Speakers will also address the ongoing debate in Congress regarding exclusivity periods and what the final legislation will mean for the future of biosimilars and the pharmaceutical market.

5:00 p.m. – 6:30 p.m.

Reception

Main Ballroom



Friday, February 12, 2010

7:00 a.m. – 11:30 a.m.

Registration Open

Rocky Mountain Foyer

7:00 a.m. – 8:00 a.m.

Breakfast

Rocky Mountain CD

8:00 a.m. – 9:00 a.m.

***Inside the Federal Bureau of Investigation**

Rocky Mountain AB

Get an inside look at the Federal Bureau of Investigation's (FBI) interactions with counterfeit drugs and corrupt pharmacists. Hear from special agents about prosecuted cases and the actions that the FBI is taking to fight pharmaceutical fraud.

**ACPE (1.0 Contact Hours) 0262-9999-10-005-L03-P*

9:00 a.m. – 9:30 a.m.

Coffee Break

Rocky Mountain Foyer

9:30 a.m. – 10:30 a.m.

Leadership in Pharmacy: Value Based Insurance Design (VBID)

Mark Fendrick, MD, Professor in Internal Medicine and Health Management and Policy and Co-Director of the Center for VBID at the University of Michigan

Rocky Mountain AB

The University of Michigan Center for Value-Based Insurance Design was established in 2005 to develop, evaluate and promote value-based insurance initiatives in order to ensure efficient expenditure of healthcare dollars and maximize benefits of care. The Center is the first academic venue in which faculty with both clinical and economic expertise conduct empirical research to determine the health and economic impact of innovative benefit designs.

10:30 a.m. – 11:00 a.m.

Coffee Break

Rocky Mountain Foyer

Schedule of Events *(continued)*

11:00 a.m. – 12:00 p.m.

Ask the Experts: HIGPA Pharmacy Committee Members

*Fred Halvachs, RPh, MA, Senior Vice President, Pharmacy Services,
Broadlane, Inc.*

*Ron Hartmann, PharmD, Senior Vice President, Pharmacy, MedAssets Supply
Chain Systems*

*Moderator: John I. Pritchard, MBA, Medical Distribution Solutions, Inc. (MDSI)
Rocky Mountain AB*

This panel of GPO pharmacy leaders reports on committee actions, including past accomplishments, current initiatives and future endeavors.

12:15 p.m. – 1:30 p.m.

Pharmacy Forum Steering Committee Meeting/Working Lunch

(Closed Session)

Rocky Mountain D

Note to the Press: The National Pharmacy Forum educational sessions are for the benefit of paid attendees. These sessions are not considered press conferences, and we respectfully request that members of the press refrain from asking questions from the floor until attendees have had an opportunity to do so.

Please note that HIGPA reserves the right to alter the content or replace speakers at any time.

Continuing Education Credits



*Consorta is accredited by the Accreditation Council for Pharmacy Education (ACPE) as a provider of continuing pharmacy education. Sessions marked with an * are being targeted to pharmacists with an activity type of knowledge. In order for attendees to receive credit they must attend the entire session and complete an activity evaluation.*



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HIGPA and HISCI thank the following companies for their generous support of the 2010 National Pharmacy Forum.

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McKesson provides services and products to health care providers and payors. From pharmaceuticals and supplies to sophisticated medical workflow solutions, McKesson's offerings help customers reduce costs, streamline processes and, most importantly, improve patient care and medication safety.

Educational Grant

Cardinal Health

Cardinal Health is a healthcare services company that improves the cost-effectiveness of health care. As the business behind health care, Cardinal Health helps pharmacies, hospitals and ambulatory care sites focus on patient care while reducing costs, improving efficiency and quality, and increasing profitability.

HIGPA and HISCI Association Leadership



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President
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Chair

Darrel Weatherford, MBA

President & CEO
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Ron Hartmann, PharmD

Senior Vice President, Pharmacy
MedAssets Supply Chain Systems

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Senior Director of Pharmacy Solutions
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Terumo Medical Corporation
TEVA Health Systems
The Dial Corporation
The Medicines Company
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Speaker Bios

A. Mark Fendrick, MD, is a Professor of Internal Medicine in the School of Medicine and a Professor of Health Management and Policy in the School of Public Health at the University of Michigan. Dr. Fendrick received his medical degree from Harvard Medical School. He currently directs the Health Services Research Core Laboratory and is Co-director of the Center for Value-Based Insurance Design at the University of Michigan. Dr. Fendrick's research focuses on the clinical and economic assessment of medical interventions with special attention to how technological innovation influences clinical practice and impacts healthcare systems. His perspective and understanding of clinical and economic issues have fostered collaborations with numerous government agencies, health plans, professional societies and healthcare companies.

Howard Flushman leads the Specialty Pharmacy Management Service. He brings more than 32 years of experience—working with nearly 30,000 physicians across all major medical specialties and in all organizational structures—to Health Strategies Group. His extensive expertise includes health plan general management, including all functional areas of managed care organizations; physician group management (single specialty, multi-specialty and IPA) and managed care contracting; home healthcare and managed care contracting; and specialty pharmacy industry development. Mr. Flushman's health plan in Los Angeles created the insurance plan now commonly known as point-of-service (POS).

Fred Halvachs, RPh, MA, is Senior Vice President, Pharmacy Services, at Broadlane where he maintains responsibility for the pharmacy service line. Mr. Halvachs joined Broadlane in 2000 as a pharmacy contractor with 28 years of professional experience, including managing multiple hospital and retail pharmacies. Mr. Halvachs maintains a strong presence in the pharmacy and group purchasing industry. He is Chair of the Federation of American Hospitals (FHA) Exposition Advisory Board and a member of the Health Industry Group Purchasing Association (HIGPA) Pharmacy Committee, Broadlane Executive Management Committee, NCI Pharmacy Safety and Supply Chain Committee and Metro East Illinois Pharmacist Association. He also has served as a panelist at several industry forums.

Ron Hartmann, PharmD, is Senior Vice President, Pharmacy, for MedAssets Supply Chain Systems. In addition, Dr. Hartmann is a member of the Health Industry Group Purchasing Association's Pharmacy Committee and as a member of the Healthcare Industry Supply Chain Institute Board of Directors. Following his residency, he moved to the Washington, DC area, spending the next 10 years in a number of clinical and management positions at the Washington Hospital Center. In 1993, Dr. Hartmann began his career at St. John's Mercy Medical Center and the Sisters of Mercy Health System—St. Louis (SMHS). In 1999, Dr. Hartmann became Corporate Director of Pharmacy for Unity Health, a six-hospital integrated health system within the Sisters of Mercy Health System.

James M. Hoffman, PharmD, MS, BCPS, is the Medication Outcomes and Safety Officer in the Pharmaceutical Department at St. Jude Children's Research Hospital in Memphis, TN. In his position, Dr. Hoffman leads medication use policy, medication safety and research pharmacy services at St. Jude. Dr. Hoffman is a board certified Pharmacotherapy Specialist (BCPS), and he currently serves on the editorial board of the American Journal of Health-System Pharmacy (AJHP). For over five years, he has been the lead author of an annual AJHP publication on prescription drug expenditures, which includes a summary of biosimilar issues each year.



Bruce Jenner captivated the world when he broke the world record by scoring 8,634 points in the decathlon at the 1976 Olympic Games in Montreal and earned the title of "World's Greatest Athlete." His accomplishments earned him the coveted Wheaties cereal box for seven years. In the years following his athletic achievements, Mr. Jenner has been involved in a wide variety of projects and causes. He and his wife Kris have also produced multiple infomercials and videos. Mr. Jenner is a supporter of many charitable organizations and serves on several advisory boards. His message of "Finding the Champion Within," which is also the title of his latest book, is relevant to everyone, from high school students to corporate Vice Presidents. A devoted husband and father of ten, Mr. Jenner can be found spending time with his family onscreen on E! Network's Keeping up with the Kardashians.

Erik Johnson, MBA, is a Vice President with Avalere Health. Prior to joining Avalere, Mr. Johnson was a Managing Director with Manatt Health Solutions, heading the Washington, DC office and leading long-term customer engagements focusing on the application of health IT to clinical challenges and opportunities. He previously spent five years at the Advisory Board Company, serving as the founding Managing Director for its health IT practice, as well as managing its healthcare finance and industry research practices. From 1998-2003, Mr. Johnson served in various management and executive capacities at MicroStrategy, a developer of business intelligence software.

Doug Long, MBA, is Vice President of Industry Relations at IMS HEALTH, the world's largest pharmaceutical information company. Mr. Long's fundamental task is to help secure data for all existing and new databases supported by IMS HEALTH, manage supplier, manufacturer and association relationships, and develop information for data partners. He also is a frequent industry speaker for several non-profit and industry organizations. Mr. Long was honored with the 2004 HDMA NEXUS Award for lifetime achievement and received IMS' prestigious Summit Award in 2003.

Fred Pane, RPh, BS Pharmacy, FASHP, is currently the Senior Director of Pharmacy Solutions for The Medicines Company. He was previously employed by Premier, Inc. for 4 ½ years and served on the HIGPA Pharmacy Committee. Mr. Pane has been developing a new Healthcare Economic Model, called Thereconomics, to compliment comparative effectiveness and recently contributed to a case study in the UK on Value Based Contracting, using the balanced scorecard model of improving patient outcomes and the overall impact on the cost of patient care. Mr. Pane provides insight to hospital executives, pharma/bio executives and hospital pharmacy on changes in healthcare and impact on patient volumes and site of patient care, driven by quality/patient outcomes and reimbursement.

Cole Pinnow, MBA, MS, is Vice President, Specialty Pharmaceuticals for Hospira Inc., the world's leader in generic injectable pharmaceuticals. He has global marketing responsibility for both generic small molecules and biologics. Before assuming his current position, Mr. Pinnow led the strategic business unit for generics at Hospira. He has over 12 years of pharmaceutical experience in commercial and research and development.

Speaker Bios



John I. Pritchard, MBA, works for Medical Distribution Solutions Inc. (MDSI) is the publisher of The MAX (short for The Major Account Exchange) and *The Journal of Healthcare Contracting*. The MAX, used by GPOs and suppliers, is the industry's leading online strategic database that helps suppliers drive compliance of GPO and IDN contracts. *The Journal of Healthcare Contracting* is the only publication solely focused on the healthcare-contracting arena.

John J. Roberts, JD, has had a 35-year career in global healthcare with extensive experience in inventory management, e-business, financial and resource planning, systems design/development and product/process identification. Since 1998, he has been responsible for the adoption and implementation of GS1 standards in U.S. healthcare for GS1 US™. Mr. Roberts also serves as the program manager for the GLN Registry for Healthcare®. The largest part of his career has been with the U.S. Department of Defense charged to ensure that the military services received the right medical product at the right time at the right cost. In May 2008, Mr. Roberts was awarded the prestigious WayPaver award.

Jessica Sweeney-Platt serves as a Managing Director with The Advisory Board Company. In this capacity she is responsible for sharing the company's research findings with members at annual meetings and on-site presentations. Ms. Sweeney-Platt rejoined the Advisory Board after a 13-year stint at the Corporate Executive Board, a for-profit network of executives at the world's largest and most progressive organizations. At the Corporate Executive Board, she served as Managing Director of the HR Executive Forum, a membership program for human resources executives at mid-sized firms, and was a leading expert in the field of HR strategy. Prior to her work at the Corporate Executive Board, Ms. Sweeney-Platt was a Director with the Health Care Advisory Board's Educational Services team.

Harry Travis, MBA, is an accomplished senior healthcare executive with over 30 years experience in pharmaceutical, group purchasing and specialty pharmacy arenas. He is currently the General Manager of Aetna's Specialty Pharmacy business headquartered in Orlando, Florida. Mr. Travis has held previous positions that include Director of Marketing with Baxter Healthcare's Drug Delivery business unit, Vice President of Pharmacy Services with Child Health Corporation, General Manager of Cardinal Health's oncology distribution business and COO of Accredo Nova Factor Specialty Pharmacy.

Bill Zimmerman is the director of enterprise information governance for Cardinal Health, a \$91 billion global company serving the healthcare industry. Cardinal Health's products and services help hospitals, physician offices and pharmacies reduce costs; improve safety, productivity and profitability; and deliver better care to patients. Mr. Zimmerman is responsible for establishing strategic direction, facilitating definition, management and maintenance of core business data, as well as acting as the liaison between business segments and functional areas. Mr. Zimmerman has served Cardinal Health for 15 years. Prior to his current role, he spent the majority of his career at Cardinal Health leading customer-facing technology initiatives.

HIGPA Mission and Vision



Defining Our Purpose

The Health Industry Group Purchasing Association's mission is comprised of:

Advocacy

We work collaboratively with all legislative and regulatory authorities to insure fair and efficient procurement practices in an open and competitive market within the health industry.

Education

We provide educational opportunities designed to improve efficiencies in the purchase, sale, and utilization of all goods and services within the health industry.

Ethics

We uphold the ethical conduct of business practices within the industry.

Information

We enhance the awareness of our members' efforts to support the delivery of high-quality, cost-effective healthcare.

Liaison

We promote meaningful dialogue between health industry organizations engaged in group purchasing and other industry entities on issues of mutual interest.

Our Vision: Preparing for the Future

As one of the nation's leading healthcare trade associations, HIGPA strives to have a long-term, positive impact. All of our efforts are focused on realizing our vision for tomorrow. We envision a world in which:

- An open forum exists for the exchange and promotion of best practices in the non-labor cost side of healthcare and for the exploration of complex issues in healthcare cost control.
- Cost-efficient, high-quality healthcare is more widely available.
- Innovative approaches flourish while standards of practice and excellence are maintained in the healthcare products market.
- Free market dynamics for healthcare products are maintained.
- Beneficial and legally allowable cooperation is not disrupted by the proprietary interests of industry competitors.
- HIGPA is an acknowledged national leader in speaking for and shaping the field of healthcare purchasing. HIGPA is a leader in providing educational and networking opportunities to our members.

Our Values

Identifying our guiding principles to accomplish our mission and realize our vision, we adhere to these values:

Responsibility

Our activities ultimately focus on benefiting the patient.

Responsiveness

We actively communicate with our members.

Quality

We provide high-quality products and services to members and other customers that represent a powerful return on their investment of membership dues and fees.

The Power of Information

We take the lead in information collection, analysis, and dissemination and in education aimed at enhancing members' competitiveness.

Neutrality

We provide a neutral forum for the exploration of healthcare cost issues and of legally acceptable buyer-seller cooperation, integrity, honesty, and credibility.

Advocacy

We take a leadership role in shaping national policy on behalf of our members.

Fair Competition

We contribute to the maintenance of an open, competitive market.

Innovation

We look for product and service development, improvement, and delivery.

Courage

We take positions on sensitive and potentially controversial issues.

Institutional Leadership

We strive to be a model of exemplary practice for other trade associations.

HIGPA Antitrust Policy

The Health Industry Group Purchasing Association (HIGPA) has throughout its existence followed a rigorous program of compliance with the Sherman Act and other antitrust statutes. This policy statement provides a reference for members of HIGPA and others who attend Association functions. All who attend HIGPA meetings should read and understand this statement.

Adherence to the guidelines below will avoid potential violations by individuals, member firms, and HIGPA itself. Violations of the antitrust laws are serious criminal violations, punishable by jail terms and substantial monetary fines, as well as treble damage civil penalties.

HIGPA is committed to full compliance with the antitrust laws. The guidelines set forth below have been established by the Board of Directors to prevent any possibility of violation.

I. SUBJECTS WHICH MAY NOT BE DISCUSSED

Any agreement as to price among competitors is a violation of the Sherman Act, regardless of the reasonableness of the price set or whether the agreement is to raise, lower, peg, or stabilize price levels. It follows that any discussion of price or price levels at Association meetings is not permitted. An Association meeting is any meeting of the Board of Directors or any other group of members convened by the Association to conduct Association business. It does not include trade or vendor exhibits or shows that may be arranged in conjunction with an Association meeting. This includes any discussion of prices of products, supplies, or service. Similarly, there must be no discussion of any elements of company operations which might influence price, such as:

- a) Company costs of operations, supplies, or services;
- b) Allowances or discounts;
- c) Terms of sale;
- d) Margins;
- e) Plans of individual companies concerning production, distribution, or marketing of particular products; and
- f) Changes in industry production, capacity or inventories, except historical data.

Any agreement not to compete among business firms also violates the antitrust laws. Accordingly, no discussion of division of territories or customers, or limitation on nature of business, may be held at any HIGPA function. Joint refusals to deal (boycotts) are likewise unlawful, and no discussions related to this practice are permitted. Included within this prohibition are any discussions of black lists and any unfavorable reports involving particular suppliers.

II. MEETINGS

These standards apply to all Board, Executive Committee, Committee, and all other meetings sponsored by HIGPA and all meetings attended by HIGPA members in that capacity. The agenda should be strictly followed; there must be no deviations, particularly in so far as subjects described in Item 1, above, might be discussed. During meetings, participants should conduct themselves as though the meeting were open to the public. Minutes of each meeting should be prepared by a designated secretary or staff member, and made available to all in attendance following the meeting.

In the case of HIGPA-sponsored meetings, HIGPA staff or a member of the Executive Committee will be in attendance at all times. HIGPA's Chairman and/or President may direct that legal counsel shall attend certain meetings.

Informal meetings between or among competitors can be dangerous from a legal standpoint. HIGPA urges its members to conduct any such meetings in strict adherence to these guidelines.

If counsel announces that a particular question, statement, or discussion at a meeting borders on an area of antitrust sensitivity, the discussion will end immediately. If anyone in attendance at a HIGPA meeting has a question about whether a discussion is proper or not, the question should be raised immediately and counsel will determine whether the discussion should be terminated. If counsel is not present, the attendee should request the HIGPA Chairman and/or President to end the discussion until legal advice can be obtained; if the discussion is not ended, the participant should leave the meeting.

While it is impossible to cover every contingency that might arise, it is essential that all HIGPA members and staff have at least a basic understanding of the Federal Antitrust Laws. These guidelines are offered as part of HIGPA's commitment of maintaining healthy competition necessary to a strong business community.



Healthcare Industry
Supply Chain Institute

Improving Efficiencies within the Healthcare Supply Chain

The Healthcare Industry Supply Chain Institute (HISCI) is a collaborative association that represents the entire healthcare supply chain, including suppliers, manufacturers, providers, and group purchasing organizations.

HISCI is dedicated to improving and increasing efficiencies within the healthcare supply chain through best practice sharing, education, and networking. It is the only organization that brings together all elements of the supply chain to help improve the healthcare industry.

The HISCI promise to its members is to be a 'performance improvement' organization. The Institute provides a solution-centered forum where healthcare providers can interact with suppliers, manufacturers, distributors, and group purchasing organizations to focus on the root causes of healthcare supply chain inefficiencies by participating in collaborative supply chain analysis and developing specific education and training offerings based upon those findings.

Become a HISCI member!

Visit www.hisci-net.org for more information.



Save the Dates!

2010 HIGPA International Expo

October 25 – 27, 2010
JW Marriott Grande Lakes Orlando
Orlando, Florida

2011 National Pharmacy Forum

February 7 – 9, 2011
The Ritz Carlton Phoenix
Phoenix, Arizona

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