2012 Vendor Credentialing Summit

July 31 – August 1 | Alexandria, Virginia

Tuesday, July 31

11:00 a.m. – 1:00 p.m.
Registration

12:00 p.m. (noon)
Networking Lunch

1:00 p.m.
Welcome & Opening Remarks

1:15 p.m.
Collaboration on Best Practices for HCIR Requirements
Panel Discussion/Q & A

2:30 p.m.
Break/Networking/Vendor Marketplace

3:00 p.m., 3:50 p.m., and 4:40 p.m.
Breakout Sessions, Choose 1 for Each Time Slot

- Best Practices: How to Create and/or Improve Your Vendor Credentialing Process
- Gaining Leadership Support for Your Credentialing Process
- HCIR Credentialing – A Health System's Leadership Perspective
- How to Implement Requirements at the Independent Representative Level

5:30 p.m.
Adjourn

6:00 p.m.
Networking Reception/Vendor Marketplace

7:00 p.m.
Dinner & Speaker
Standards for Healthcare Industry Representative Credentialing Requirements

Wednesday, August 1

7:30 a.m.
Networking Breakfast/Vendor Marketplace

8:30 a.m.
Safety – We Are All Patients

9:15 a.m.
Compliance Challenges of the HCIR and How VCOs Can Help
Panel Discussion/Q & A

10:00 a.m.
Networking Break & Vendor Marketplace

10:30 a.m., 11:05 a.m., and 11:40 a.m.
Breakout Sessions, Choose 1 for Each Time Slot

- HCIR Requirements – Background Checks and Drug Screens
- Understanding and Meeting HCIR Immunization Requirements
- Safety Training Models and Content
- HCIR Competency and Related Training Requirements

12:15 p.m.
Networking Lunch

1:15 p.m.
Regulatory Update

1:45 p.m.
Rollout of the Best Practices Coalition

2:45 p.m.
Key Takeaways & Next Steps

3:15 p.m.
Adjourn

SUMMIT STEERING COMMITTEE

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Intermountain Healthcare
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Session Descriptions & Presenters

TUESDAY, JULY 31

Welcome & Opening Remarks

- **Matt Rowan**, Host Facilitator, President & CEO, Health Industry Distributors Association (HIDA)
- **Meredith Young**, Host Facilitator, Executive Director, Healthcare Industry Supply Chain Institute (HISCI)

Collaboration on Best Practices for HCIR Requirements

Panelists will provide updates on a collaborative effort to create a nationally accepted set of HCIR Requirements. Panelists will discuss how these goals were vetted to create a more effective and efficient process, and provide a glimpse into the future.

- **Rhett Suhre**, Director, HCIR Credentialing, Abbott *(Facilitator)*
- **Kevin Connor**, President & CEO, VeriREP
- **Charlie Higgins**, Executive Director, Health Industry Representatives Association (HIRA), Healthcare Manufacturers Management Council (HMMC)
- **Jason Highsmith**, MD, Fellow, American College of Surgeons
- **Joyce Irwin**, National Director, State Government Affairs, Roche Diagnostics Corporation
- **Kathy Wallace**, Director, Performance Improvement, Indiana Hospital Association

Standards for Healthcare Industry Representative Credentialing Requirements

As vice chair of Supply Chain Operations, Bruce Mairose has oversight for teams responsible for procurement, movement, and payments of more than $2 billion in products. Bruce will share how HCIR requirements have evolved at Mayo in a pointed but entertaining way.

- **Bruce Mairose**, Vice Chair, Supply Chain Operations, Mayo Foundation

WEDNESDAY, AUGUST 1

Safety – We Are All Patients

Among many other activities, Dr. Highsmith is involved in the training of HCIRs in the clinical setting with several vendors. Dr. Highsmith will share his perspective on why HCIR training and competency is important to the safety of the patient.

- **Jason Highsmith**, MD, Fellow, American College of Surgeons

Compliance Challenges of the HCIR and How VCOs Can Help

Panelists will discuss the challenges HCIRs face with the proposed best practices and how VCOs can help with compliance.

- **Shellie Coon**, Credentialing & Compliance Documentation Coordinator, Atrium Medical Corporation *(Facilitator)*
- **Scott Brothers**, Product Manager, Hospitals, IntelliCentrics, Inc.
- **Kevin Connor**, President & CEO, VeriREP
- **Adam Josephson**, Director, National Accounts, Vendormate, Inc.
- **Troy Kyle**, President & CEO, Vendor Credentialing Service

Regulatory Update

This session will review the guidelines and recommendations by The Joint Commission, the Centers for Disease Control and Prevention (CDC), and the Occupational Safety and Health Administration (OSHA). In addition, learn about state and federal initiatives that pertain to healthcare industry representatives.

- **Ashley Palmer**, Director of Government Affairs, Health Industry Distributors Association (HIDA)
- **Rhett Suhre**, Director, HCIR Credentialing, Abbott

Rollout of the Best Practices Coalition

As a result of the 2011 Vendor Credentialing Summit, the Coalition for Best Practices in HCIR Requirements is formalizing as an organization with the mission of streamlining the credentialing process for all stakeholders. The Coalition will work to meet the common goals of patient safety and confidentiality through the thoughtful development of industry recommendations and best practices.

- **Ashley Palmer**, Director of Government Affairs, Health Industry Distributors Association (HIDA)

Key Takeaways and Next Steps

- **Matt Rowan**, President & CEO, Health Industry Distributors Association (HIDA)
- **Meredith Young**, Executive Director, Healthcare Industry Supply Chain Institute (HISCI)

Breakout Session Presenters

TUESDAY, JULY 31

Best Practices – How to Create and/or Improve Your Credentialing Process

- **Doug Cones**, Director of Sales & Operations, Cardinal Health
- **Rhett Suhre**, Director, HCIR Credentialing, Abbott

Gaining Leadership Support for Your Credentialing Process

- **Cynthia Medina**, HCIR Credentialing Program Administrator, Maquet, Inc.

HCIR Credentialing – A Health System's Leadership Perspective

- **Suzie Draper**, Vice President of Compliance, Intermountain Healthcare

How to Implement Requirements at the Independent Representative Level

- **Charlie Higgins**, Executive Director, Health Industry Representatives Association (HIRA), Healthcare Manufacturers Management Council (HMMC)

WEDNESDAY, AUGUST 1

HCIR Requirements – Background Checks and Drug Screens

- **Beth Anne Harmon**, HR Compliance Consultant/Vendor Credentialing Coordinator, Roche Diagnostics Corporation
- **Kellie O'Shea**, Director of Sales & Implementation, CSI, Inc.

Understanding and Meeting HCIR Immunization Requirements

- **Fran Lessans**, President and CEO, Passport Health

Safety Training Models and Content

- **Dennis Orthman**, Senior Director, Strategic Marketplace Initiatives (SMI)

HCIR Competency and Related Training Requirements

- **Jason Highsmith**, MD, Fellow, American College of Surgeons
- **Alfredo Perez**, Director, Sales Engagement & Administration, DePuy Orthopaedics, Inc.

Keynote Speakers

Bruce Mairose, Mayo Foundation

As vice chair of Supply Chain Operations, Bruce Mairose has oversight for teams responsible for procurement, movement, and payments of more than $2 billion in products. Mayo Clinic Supply Chain Management has been recognized by Gartner/AMR as a Top 5 Life Sciences and Healthcare supply chain operation and has been recognized with numerous national awards for innovation. Mr. Mairose began work as a Registered Respiratory Practitioner, earned his Bachelor in Business Administration in 1990 from the University of North Dakota, and earned a Master's in Healthcare Administration in 1995 from Cardinal Stritch University in Milwaukee, Wisconsin.

Jason Highsmith, MD, American College of Surgeons

Dr. Jason M. Highsmith is a board-certified, fellowship-trained neurosurgeon specializing in complex spine surgery. Beyond his clinical practice, he focuses on the education and training of patients, peers, and service providers. In addition to specialized surgeon training, Dr. Highsmith actively trains hundreds of industry sales representatives a year through contracts with several companies serving the healthcare industry. His interest in education reflects a three pillar model of safety, service, and clinical acumen.

2012 Vendor Credentialing Summit Antitrust Policy

It is the established formal policy of the Vendor Credentialing Summit Steering Committee, its member companies and organizations, all sponsoring organizations, and all participating individuals to comply fully with the antitrust laws applicable to industry activities. The Sherman Act and other applicable antitrust laws are intended to promote vigorous and productive business competition and to combat various restraints of trade.

Each person who is a Summit attendee and who participates in Summit activities has a responsibility to his employer, to himself and his family, to the Summit Steering Committee, and all sponsoring organizations to avoid any improper conduct from an antitrust standpoint. The following guidelines will assist in meeting this responsibility:

1. The Vendor Credentialing Summit and discussions are, in general, to be industry promotion, industry issue, industry development, or educationally-oriented. Subject to the above, discussions by Summit participants may generally cover credentialing business practices and developments on a generic basis, improving stakeholders' efficiency, participants' historical market data on a general (i.e., non-specific company) basis, and federal and state legal and regulatory policies.
2. In view of antitrust considerations (both civil and criminal), and to avoid any possible restraints on competition, the following legally sensitive subjects as to a given company or its competitors must be avoided during any discussion between competitors:
   a. Future marketing plans of individual competitors should not be discussed;
   b. Any complaints or business plans relating to specific customers, specific suppliers, specific geographic markets, or specific products should not be discussed;
   c. Purchasing plans or bidding plans should not be discussed;
   d. Current and future specific price information and pricing plans, bidding plans, refund or rebate plans, discount plans, credit plans, specific product costs, profit margin information, and terms of sale should not be discussed.

All of the above are elements of competition which must not be the subject of any discussion or agreement between competitors. Any question regarding the legality of a discussion topic or business practice should be brought to the attention of legal counsel, the moderator, Steering Committee Chair, or a company's individual legal counsel for legal advice.

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