

# VAHRMM

Virginia Association for Healthcare Resource &  
Materials Management

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Dear VAHRMM members,

On behalf of VAHRMM I would like to thank you for your continued support throughout our last 32 years of fulfilling conferences.

Soon after last year's conference, our board members have been very busy researching and scheduling speakers for our Fall Conference 2016 at The Westin Virginia Beach Town Center, October 12-14.

Our goal is to always bring to you the latest topics in the healthcare industry and the ones that we all have challenges with in.

For better planning, attached is a snapshot of the topics and speakers that we have lined for our conference, more details and full agenda will be available at a later date on our web site at [www.vahrmm.net](http://www.vahrmm.net).

Our theme for this year's conference is "Aiming for Success". VAHRMM is all about education and networking with in the supply chain, so we want everyone to have an opportunity to attend and network with one another, so this year we are allowing first time hospital attendees to attend for free. We can only be successful with your participation and attendance.

I ask that all our vendor supporters share this information with your hospitals customers to achieve higher attendance. Also, to our hospitals attendees, please share with your staff and other in your clinical areas that you think would benefit from this conference. There is no better way to get CEU's than coming to the VAHRMM conference.

We are working hard to launch registration late July to first week of August, again this is a target date.

We are looking forward to see you at The Westin.

Let's go viral with VAHRMM.!!

Fernanda Isabel Moore  
President-Elect

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## Upcoming Events

### July 31

AHRMM National  
Conference

### October 12

VAHRMM Fall Conference

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## Job Board

Sentara Healthcare is currently recruiting for an experienced Procurement Specialist for their busy, growing Materials Management division located in Chesapeake, Virginia \$10,000 sign-on bonus available.

This is an unbeatable opportunity located in one of the best places to live and play, while working for one of the area's largest employers, and one of the nation's top healthcare systems. Go to [www.sentaracareers.com/](http://www.sentaracareers.com/) and apply to requisition number 81851BR

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## 2015 Fall Meeting Exciting and Informational!

The fall meeting is always an event to look forward to and get excited about! The 2015 fall meeting was no exception with 17 new members, full list of vendors supporters and a stellar agenda of educational speakers and networking opportunities.

The event began on Wednesday with our annual golfing event and \$1500 was donated to the foodbank of the Virginia Peninsula.

Thursday morning, the speakers kicked off with an exciting, motivational presentation from Curtis Zimmerman, who taught us how to “Live life at performance level”. Curtis shared a very compelling life story with us and taught us that “You are the star of your own show, you can write any script that you want”. We also saw several members practice their juggling act and the message was “The only way you will learn how to juggle is if you are willing to drop the ball”. Great opening message by a fantastic presenter!



Later in the day, we were honored to have two local presenters, Elizabeth Peak from Riverside Health and Brad Gadsby from Sentara Healthcare provide their steps to “Implement a Quality System using ISO Methodology”. The challenges, changes and opportunities in supply chain were discussed with a very interactive audience. We took a deeper dive into the ISO for healthcare and the “three C’s” were defined; 1) Consistent Service, 2) Patient (Customer) Satisfaction, 3) Continual Improvement. The presentation concluded with the stakeholders in the standards process, the vendors and the supply chain employee. Very insightful information for our supply chain attendees!

We also learned about “CMS Pay for Performance” from Joann Brooks, PHD. A topic that is relevant for every attendee. Joann connected the dots of the Affordable Care Act and Value Based Purchasing. Lots of useful detail provided in this presentation that can be shared with everyone in the organization. Copies of all presentations can be found at the following link. [Conference presentations](#).



Another stakeholder in the Supply Chain organization is Value Analysis and we were pleased to have Barbara Strain, Director of Value Management from the University of Virginia speak to the audience and share her vast experience in this field.

Barbara demonstrated the Value Analysis continuum and the process of introducing new products to the organization. We saw great examples of “MUDAS” and “Reverse engineering”. Barbara also shared more great information regarding CMS and patient outcomes.

Definitely worth a second look at her slides to grab some additional value points.

Our final presenter, Doug Jones from Healthtrust provided the “Understanding the Importance of Physician Alignment and Data Analytics in Improving Outcomes”. A bit of a different view, from the physician's perspective, we learned about the challenges that our physicians face in the new era of healthcare. The goal of Doug's presentation is to help us all create a multi-stakeholder team whose mission is to improve the value of the surgical product delivered in our ORs by using a clinical evidence based approach to supply and PPI decisions. This multifaceted team will be critical to sustainability in a shifting culture. Doug presented several difference cost and payment models to demonstrate the effectiveness of data analytics.

The evening activities were filled with networking opportunities, visiting with friends and making new acquaintances. We were happy to have Hannibal the Magician back for another amazing performance! You can find pictures from the networking events and dinner at the VAHRMM Facebook page [VAHRMM Facebook Page](#).



The vendor fair was, as always, a great time for our vendors to interact with the hospital community. We had a full room of display tables in which many exhibits provided an opportunity to demonstrate new innovations and products.

We can't say thank you enough to our vendors and vendor sponsors for all of the support that you provide to make this event possible. Without your participation in the vendor fair and sponsorships, our provider community would not have this opportunity for learning, networking and creating a pathway for the next generation of materials management professionals. Thank you all!

## 2016 Fall Conference Planning is in Full Swing!

The VAHRMM board has been hard at work already planning for the 2016 fall conference, in fact, the board started the last day of the 2015 conference. There is already a great lineup of speakers planned for educational and inspirational time during the conference.

As usual, there is a good mix of entertaining, educational and motivational speakers that will be presenting to the audience. Our theme and speakers are in alignment with the National AHRMM 3 goals; 1. Improving the Individual Patient Experience, 2. Improving the Health of the Population, 3. Reducing Per Capita Cost Per Case.

As the weather begins to turn more "Springlike", our fall conference will be here before you know it! Your board members have been working hard to make sure this year's conferences will be impactful, entertaining, and most of all educational. Chris Lawson and Melissa Ryan (Co-Chairs for Education) would like to provide a brief synopsis of our speakers, their topics and their backgrounds.

	<u>1<sup>st</sup></u> <u>Speaker</u>	<u>2<sup>nd</sup></u> <u>Speaker</u>	<u>3<sup>rd</sup></u> <u>Speaker</u>
<u>Thursday,</u> <u>October 13,</u> <u>2016</u>	<b>Ron Culberson</b> (8:45am-10:15am)	<b>Doug Jones</b> (10:30am-11:30am)	<b>Julie Dime</b> (3pm-4pm)
<u>Friday,</u> <u>October 14,</u> <u>2016</u>	<b>Tonya Jones</b> (8:45am-9:45am)	<b>Brian Dawson</b> (10am-11am)	

### Speaker: Ron Culberson

Topic: "Do it Well. Make it Fun." Based on Ron Culberson's book by the same name, this presentation shows resources and materials management staff and leaders can use to create a less stressful work environment where people want to work. It also helps them understand that excellence combined with fun and humor can improve productivity, create better working relationships, enhance creativity, change the workplace culture, and lead to the delivery of better services.



## Please join the board in welcoming our new members....

### **Chris Lawson named Education co-chair**

Chris is the HSO at Bon Secours Shared Procurement Services, Richmond

### **Melissa Ryan named Education co-chair**

Melissa is the Regional Education Director, Parallon Supply Chain Solutions, Richmond.

Ron's Bio:

With a master's degree in social work, Ron spent the first part of his career working in a large hospice organization as a clinical social worker, middle manager, and senior leader. He is a speaker, humorist, and author of "Do it Well. Make it Fun. The Key to Success in Life, Death, and Almost Everything in Between." His mission is to change the workplace culture so that organizations are more productive and staffs are more content. He was also the 2012-2013 president of the National Speakers Association and is a recognized expert on the benefits of humor and laughter.

**Speaker: Doug Jones**

Topic: "Reducing the per capita cost per case" (INSERT LINK TO FULL TOPIC)

**C.E.U. Eligible**

Bio:

Doug joined the HealthTrust team in 2008, after 20 years' experience with a major orthopedic company. He was responsible for creating and implementing the sales and price strategy for GPOs, IDNs and the government, as well as leading activity related to contract analysis and offer development. At HealthTrust, Doug leads the business development activity for SourceTrust, the medical device arm of HealthTrust. There he is responsible for managing customer relationships, building the sales and marketing activity and liaising with HPG sales and member services teams in support of our stakeholders. Doug holds a Bachelor of Arts degree in Political Science from Dickinson College in PA.

**Speaker: Julie Dime**

Topic: "Healthcare and Government Relations" (INSERT LINK TO FULL TOPIC)

**C.E.U. Eligible**

Bio:

Julie has more than 17 years of political and legislative experience including government relations campaign management, grassroots management, public speaking, fundraising, community outreach initiatives and both federal and state legislative processes.

Prior to joining Virginia Hospital & Hospital Association (VHHA), Julie was the Director of Government Affairs in the Tyson's office of Williams Mullen. She has also served as the managing director for the Northern Virginia office of a highly regarded government affairs/lobbying firm. She also served as the Chief of Staff and Senior Campaign Advisor for a Virginia State Delegate where she oversaw all aspects of the legislative and public relations strategies and responses to

legislative and constituent correspondence. Julie serves on the Board of the Directors for the Fairfax County Chamber of Commerce as well as the Mt. Vernon Board of Visitors. Julie and her husband Todd reside in Richmond, Virginia.

**Speaker: Tonya Jones**

Topic: "Improving the Health of Populations" (INSERT LINK TO FULL TOPIC)

**C.E.U. Eligible**

Bio:

Tonya has been a facilitator for approximately 17 years. During this 17 year span she has had the opportunity to instruct in the private sector as well as the public sector to include city, state and federal government. She currently is a Learning and Organizational Effectiveness Training Manager. She also serves as a consultant, meeting with managers and supervisors across the system to determine their professional development needs.

Tonya holds a Graduate Degree in Counseling and an Undergraduate Degree in Early Childhood Education. She is an active member of ASTD and was a past president of Toastmasters, a nationally recognized public speaking club. She also holds several training certifications such as Myers-Briggs, Franklin Covey, Situational Leadership and Crucial Confrontations just to name a few.

**Speaker: Brian Dawson**

Topic: "Improving the individual experience of care, through bridging the gap between supply chain and direct patient care" (INSERT LINK TO FULL TOPIC)

**C.E.U. Eligible**

Bio:

Brian earned his Bachelor of Science in nursing from American University in Washington, DC. Upon graduation, he was commissioned as an Ensign in the US Navy Nurse Corps in 1983. Brian served in various positions, including SPD Manager, OR Department Head and Director of Surgical Services at multiple facilities. In 1997, Brian graduated with honors from Old Dominion University in Norfolk, Virginia with a Master of Science in Nursing Administration/Leadership. He went on to serve as the COO of a Naval hospital at the largest Marine Corps Base on the East Coast and as the CEO of the largest overseas Naval Hospital in Okinawa Japan.

He finished his distinguished 28 year naval career as the Chief of Staff for the 36th Navy Surgeon General. Upon retiring from the Navy, Brian has served as the Vice President of Surgical Services for Salem Hospital in Salem OR and as Director of Surgical Services at St Anthony's Hospital in Lakewood CO. He currently is the Owner, CEO and President of BD Perioperative & Healthcare consulting, LLC in Denver CO.

As you can see, the topics will cover a broad range of healthcare initiatives and areas! Four out of the 5 offerings are eligible for CEU credit!

Chris and Melissa are looking forward to your attendance and your feedback. See you all in the Fall!