



Dear VAHRMM members,

Summer is almost over, and the VAHRMM board members have been very busy planning our 2018 Fall Conference. Again, we want to thank you for your continued support, not only for your participation year after year, but also for being your organization of choice. This is an exciting year for us due to our **VAHRMM's 35th anniversary**. Our education committee has been very busy researching and scheduling speakers that you can relate to from a supply chain perspective. This year's conference is at The Westin, Virginia Beach Town Center **October 24-26**. We strive to bring you a variety of topics and information to assist in managing our ever-changing healthcare environment. Supply Chain is not only challenged to bring the right products, at the right time, and at the right price, but, we must also partner with clinicians in finding solutions for quality initiatives that are cost effective and assist in achieving the financial goals of our organizations.

We are always "Aiming for Success", not only to have an exceptional conference but, for the everlasting quality of information that resides with you that helps you with your success in your hospital. VAHRMM is committed to providing high reliable information that can help you shape and achieve the results that you are looking for in projects at hand. It is about getting high reliable information to your organization that makes possible to achieve your organizations goals. Our speakers that we have lined up will help you do just that for you. Read more about them in this newsletter. So again, VAHRMM is allowing first time hospital attendees to attend for free. We want all of you to attend to celebrate this important milestone of VAHRMM's 35 years, so our anniversary rate is **\$83.00**. We can only be successful with your participation and attendance.

We will also be hosting our 23rd Annual Charity Golf Tournament and the proceeds from this charity will be donated to The Foodbank. Stay tuned for the invitation.

I ask that all our vendor supporters share this information with your



Upcoming Events

October 24-26, 2018

VAHRMM 2018 Annual Fall Conference at the Westin VA Beach Town Center

October 24, 2018

VAHRMM Annual Golf Tournament: Riverfront Golf Course Suffolk, VA



Important Announcements

Registration is up for the Fall Conference. Please visit www.VAHRMM.net

Registration is also up for the annual Fall Charity Golf Tournament. <http://www.cvent.com/d/0bqj7>

hospitals customers to achieve higher attendance. Also, to our hospital attendees, please share with your staff and others in your clinical areas that you think would benefit from this conference. There is no better way to get CEU's than to attend VAHRMM conference.

We are looking forward to another amazing conference and celebrate our 35th anniversary!!

Let's go viral with VAHRMM!

Fernanda Isabel Moore- President



AHRMM National News

Silver Status!

VAHRMM stood out from the pack at the AHRMM18 National Conference (Aug 12-15th, Chicago) thanks to our Silver Status !

If you have not already, we suggest making advance plans to attend next year's AHRMM conference occurring July 28-31st in San Diego, CA. Without a doubt, this is the leading education event and the central meeting place for providers, academics, affiliates, and vendors working in all facets of healthcare supply chain.

VAHRMM Chapter News

Spring networking event a success!

VAHRMM held its first Networking Event in May at The Boathouse, Rocket's Landing.

In addition to great fun, over 30 attendees connected while providing positive feedback toward future events.

Special thanks to Molnlycke & VAHRMM for co-sponsoring this wonderful evening.

-Kit Haefner, Associate Board Member/Networking Chair

Mark your calendars

AHRMM19 is July 28 – 31, 2019 in San Diego, CA

Special thanks

Kudos to Board Member Chris Lawson from Bon Secours for compiling and presenting data necessary for VAHRMM to achieve Silver status!

Thank you Molnlycke Health Care for co-sponsoring the Spring Networking Event!

Member Contributions

“System Wide Conversions”

In today's complex business world, where hospitals are growing and merging, Supply Chain leaders will see new opportunities for cost savings through standardization of products and services. These are also great avenues to streamline purchasing, accounts payable, contracts management, and vendor management. Most importantly, how you plan and implement your system-wide standardization project is critical. Recently, Riverside conducted a major conversion of shredding containers that involved virtually every office and department in our System. Here are some helpful tips for your next conversion:

1. Make sure your ultimate objective known immediately. This includes your team, the vendor and stakeholders.
2. Talk up the project with key stakeholders. Line up your key departments such as Facilities, Security, IT, Compliance, and Nursing.
3. Involve the incumbent vendor in the planning process (and even the outgoing vendor!)
4. Plan! Keep a tight schedule and have deliverables.
5. Communicate! Have a central POC to field questions and concerns.
6. Go for the 'big win' at the onset of the project- complete the largest department or facility first. This can increase confidence in the project throughout the System.
7. Expect the unexpected. Be flexible. Don't overpromise and under deliver to your customers.

The last point here should be to celebrate upon successful completion!

Keith Dabbs

Director- Procurement & Sourcing

Riverside Health System- Supply Chain Management

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VAHRMM18 FALL CONFERENCE AND VENDOR EXHIBITION



As always, there is a good mix of entertainment, educational and motivational speakers lined up for your enjoyment. Our theme and speakers are in alignment with the National AHRMM Mission of advancing healthcare through supply chain excellence. Moreover, trends and best practices from across the Commonwealth will be showcased.

Thursday's 80s party will be a blast from the past. Costumes optional but encouraged!

When

October 24 - October 26, 2018

Where

Westin Virginia Beach Town Center
4535 Commerce Street
Virginia Beach, Virginia 23462

Registration

<http://www.cvent.com/d/vgqbtq>



VAHRMM Gives Back: This year we are donating to the SPCA. Requested items include laundry detergent, gently used linens, pet toys, peanut butter, gently used linens, or personal checks.

FALL CONFERENCE SPEAKERS AND BIOS:

Keynote



Erick Rheam

Erick Rheam is a speaker and published author. He communicates and educates on topics related to discovering significance and the art of mastering human dynamics to achieve success.

Erick spent the past several years training and educating association and company executives on how to build programs and services that add value to businesses communities and high value customers. Erick partnered with leading software developer, Automated Energy, Inc., to help municipally owned utilities deploy energy efficiency software to assist large commercial and Industrial companies become more energy efficient and deploy green technology.

Prior to partnering with Automated Energy, Erick worked for a decade in the public power industry for two municipally owned utilities in Indiana and Colorado. He led a customer service division and served business communities to ensure local policy enhanced the business environment so that the business class could thrive, grow and create jobs.

Erick earned his Key Public Power Account Executive designation through the American Public Power Association (APPA). He also served on several national boards and committees to promote green technology, energy efficiency, and customer service. He was vice-chair for the National Customer Services Section for APPA. He also served as the chair for the National Key Accounts Committee for APPA.

Erick graduated from the United State Military Academy in 1995 with a Bachelor of Science Degree in Engineering. He served as a Military Police Officer and special investigator in the United States Army in Bosnia Herzegovina and Europe.

Erick Currently resides in Southern Indiana with his wife, three children, and his Yellow Labrador Retriever, Stella.



Ruben Taborda

Ruben Taborda is Senior Director, Supply Chain customer solutions, where he is responsible for development and deployment of to improve the U.S. Medical Devices customer supply chain experience and help them realize efficiencies to help achieve the Triple Aim.

Ruben was previously Enterprise Customer Team Leader supporting top integrated delivery networks (IDNs) supporting strategic account management, innovative contracting and unique solutions. Prior to that, he was Chief Procurement Officer, Medical Devices and Diagnostics and Supplier Diversity Leader for Johnson & Johnson, responsible for enabling value creation, innovation, risk mitigation and supplier diversity cross Johnson & Johnson Medical Devices Companies.

Ruben joined the Johnson & Johnson Family of Companies in 1984 as an engineering intern. Throughout his career, he has worked in areas of increasing responsibility across eight different Johnson & Johnson affiliates spanning the Consumer, Pharmaceuticals and Medical Devices business. During his career, he's held numerous leadership positions in Procurement, Manufacturing, Planning, Distribution, Transportation, Finance, Customer Marketing and Logistics, Customer account Team leader and Sales management.

In 2008, Ruben assumed responsibility for the Johnson & Johnson Supplier Diversity program. Under his leadership, Johnson & Johnson spend with minority- and woman-owned businesses grew more than 20% in two years. Johnson & Johnson is now formally applying to become the first and only health care company to become a member of the Billion Dollar Round Table, a prestigious group of only 17 corporations that spend over one billion dollars annually with diverse suppliers.

Ruben has been honored with numerous supplier diversity awards, including the Long Island Hispanic Chamber, the US Hispanic Chamber of Commerce and the American Association of Hispanic Healthcare Executives. He holds an MBA from Duke University's Fuqua Executive MBA program, a Masters in Manufacturing from the Kettering Institute in Michigan, and a BA in Industrial Engineering from Texas A&M University.



Mark Olmstead

Mark Olmstead is the Vice President Government Affairs, Reimbursement and Health Economics at Molnlycke Health Care, a leading manufacturer of wound care and surgical solutions located in Norcross, Georgia. Mark currently sits on the US Leadership Team and is responsible for the organization's reimbursement, health economics and government affairs areas. Mark and his team provide evidence based solutions to support the hospital's largest care challenges. Previous to joining Molnlycke, Mark was the Vice President Managed Care at Essilor of America; responsible for leading EOA's managed care efforts including its strategy, contracting, implementation and performance measures in commercial and government business lines.

Mark has his Bachelor of Science Degree in Business Administration from Eastern Connecticut State University and an MBA from LaSalle University in Philadelphia, PA. Mark's prior health care industry experience spans over several decades, of which 17 years were with Johnson & Johnson. Mark held several roles of increasing responsibility in market access, managed care, sales, key account management, marketing, as well as leadership training. Mark managed health economics and market access for Johnson and Johnson Vision Care as well as Centocor Ortho Biotech; including creating value propositions for new market entrants, developing account specific strategies for long term domestic and emerging global markets, as well as policy and legislation development and implementation.

Prior to Johnson and Johnson, Mark managed large IDNs for Allegiance Health Care as a Field Services Representative. Also, Mark worked both clinically in the Pre-Op, OR, PACU, and laboratory, and later took on larger areas of responsibility managing the facility and all purchasing as a Materials Manager at Connecticut Surgery Center reporting to the Chief Financial Officer, before taking on the Field Services role at Allegiance Health Care. Additionally, Mark is well known as a subject matter expert and speaker within the industry.

In his free time, Mark enjoys traveling, golf, photography, and volunteering on Government Affairs issues for DEBRA of America.



Keith Dabbs

Keith Dabbs, MBA, CMRP, APM, is the Director of Procurement and Sourcing at Riverside Health System in Newport News, Virginia. He has responsibility for the purchasing, contracting, capital and accounts payable departments for all acute care facilities, medical group, and assisted care divisions. Over the last 20 years he has held management and Director level positions in Supply Chain from small healthcare facilities, to larger systems. Earlier in his career he served as Director of Planning & Marketing for a 350-bed health system. He has an undergraduate and graduate degree from Averett University in Danville, Virginia.



Jimmy Chung, M.D.

In his role as Associate Vice President, Perioperative Portfolio for Providence St. Joseph Health, Dr. Jimmy Chung is responsible for system-wide collaborative development, integration, implementation, and optimization of surgical best practice and perioperative processes, working with physicians and operational stakeholders across the 51-hospital system. Dr. Chung is also responsible for clinical value analysis of perioperative products and devices, and has integrated physician leadership into developing strategic plans for system-wide supply chain standardization initiatives, using physician-specific cost and quality data analytics. He has spoken at numerous conferences around the country as an expert on development of physician leadership in optimizing the cost, quality, and outcomes of healthcare.

Dr. Chung received his MD at UC San Diego and completed his surgery residency at University of Washington. He completed his MBA at the Isenberg School of Management, University of Massachusetts at Amherst. He serves on the Board of Director of the Association for Healthcare Resource & Materials Management (AHRMM) and the Steering Committee of the American Society of Anesthesiologists' Perioperative Surgical Home Learning Collaborative. He is a Medical Commissioner for the Washington State Medical Quality Assurance Commission. He is also a member of several committees for the Society of American Gastrointestinal and Endoscopic Surgeons (SAGES). He practiced general and vascular surgery in Santa Cruz, California for 13 years before joining Providence Health & Services in 2013 and continues to practice surgery part-time. He has previously served as Chief of Staff at Dominican Santa Cruz Hospital, Trauma Director, President of the Santa Cruz County Medical Society, and Board member of the California Medical Association. He is Board Certified in Surgery and Health Care Quality Management, and is a fellow of the American College of Surgeons and a fellow of the American Board of Quality Assurance and Utilization Review Physicians.



Julie Dime

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

Prior to joining the Virginia Hospital & Healthcare 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 has 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.

Conference Scholarship

This year we are pleased to offer a conference scholarship for one hospital attendee.

The scholarship includes:

- One full conference registration
- One nights lodging at the conference hotel (room & tax only)
- One ticket for Thursday evening's entertainment
- VAHRMM membership for one year

Any candidate who would like to be considered, please fill out the application below and return it to the VAHRMM board at vahrmm@vahrmm.net. The board will decide and announce the scholarship recipient by Friday, September 21th.

23rd Annual VAHRMM Charity Golf Tournament



When

October 24, 2018, 9AM shotgun start

Where

Riverfront Golf Course, Suffolk VA

Registration

<http://www.cvent.com/d/0bqj7>

Please join us for VAHRMM's 23rd annual charity golf tournament to be held in conjunction with our annual fall conference. We are returning to the beautiful **Riverfront Golf Club** in Suffolk for another great event where all proceeds go to benefit the **Foodbank of Southeastern Virginia**. This captain's choice tournament will begin with a shotgun start promptly at 9:00AM. Registration options include signing up as an individual player, a pair of players can register as a twosome, or sign up an entire team of four with the added benefit of a hole sponsorship. Hole sponsorships are also available for individual purchase. Prizes will be awarded for 1st through 3rd place so don't miss this opportunity to participate in a fun day of golf with old and new friends.