



CANADIAN COLLEGE OF HEALTH LEADERS / COLLÈGE CANADIEN DES LEADERS EN SANTÉ

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MEDEC

CANADA'S MEDICAL TECHNOLOGY COMPANIES / LES SOCIÉTÉS CANADIENNES DE TECHNOLOGIES MÉDICALES

# NAVIGATING HOSPITAL and HEALTH SYSTEM PROCUREMENT "AVOIDING SLEEPLESS NIGHTS AND STAYING OUT OF TROUBLE" SEPTEMBER 22 & 23, 2011 - Toronto, Ontario



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**MAINTENANCE OF CERTIFICATION**  
 Attendance at this program entitles certified Canadian College of Health Leaders members (CHE/Fellow) to 6 **Category II credits** toward their maintenance of certification requirement.

Workshop Agenda on reverse

## → WHY YOU SHOULD ATTEND

Gain a national perspective on the evolving procurement landscape from hospital C-suite, procurement specialists, government and industry. Influence procurement practices to ensure you don't have sleepless nights and you stay out of trouble. Get information on changes, trends and implications in procurement policies, regulations and laws as they relate to healthcare delivery in hospitals and health care systems. Interactive workshops will provide an opportunity for input while you work with others to develop a paper outlining the challenges and issues surrounding procurement and how innovative technologies can be considered and adopted.

## → WHO SHOULD ATTEND

CEOs, CFOs, and COOs, Directors of Foundation  
 Vice Presidents of Operations; Directors of Operations  
 Purchasing or Material Management professionals  
 Risk Management professionals  
 Sales & Marketing, Business Development, Contract & Tender Managers  
 Government: ministries of health, finance, research and innovation, and economic development  
 Health authorities including LHINs and CRSSS  
 Procurement organizations

## → DATE AND LOCATION

Thursday, September 22, and Friday, September 23, 2011  
 Sheraton Toronto Airport Hotel and Conference Centre, 801 Dixon Road, Toronto M9W 1J5

## → REGISTRATION [www.medec.org/en/content/events](http://www.medec.org/en/content/events)

Early bird, register before August 22, 2011:  
 MEDEC Members and CCHL Corporate Members: \$799+HST Non-Members: \$995+HST  
 CCHL Individual Members: \$445+HST  
 Hospital, Government, Health Authorities, GPO/SSO: \$545+HST

After August 22, 2011  
 MEDEC Members and CCHL Corporate Members: \$899+HST Non-Members \$1295+HST  
 CCHL Individual Members: \$545+HST  
 Hospital, Government, Health Authorities, GPO/SSO: \$645+HST

**GROUP RATE:** A group rate is available for organizations registering 3 or more at the same time, please contact Natasha Alves at MEDEC, 416.620.1915 ext. 222, to register a group.



# MEDEC - CCHL Navigating Hospital and Health System Procurement “Avoiding Sleepless Nights and Staying Out of Trouble”

## AGENDA

### September 22, 2011

#### 7:00 am Registration & Hot Breakfast

#### 8:00 am Welcome & Opening Remarks

Stephen Dibert, CHE, President & CEO, MEDEC  
Ray Racette, CHE, President & CEO, CCHL

#### 8:20 am Update on Industry/Hospital Working Group Tendering Practices

Larry Arshoff, Chair, MEDEC Procurement Committee

#### 8:30 am Major Market Update Panel

Marty Townsend, Director, Material Management, Capital Health, Nova Scotia

Gordon Gilman, President & CEO, FacilicorpNB, New Brunswick

Tony DiEmanuelle, President & CEO, Mohawk Shared Services, Ontario

Jitendra Prasad, Senior Vice President, Contracting, Procurement & Supply Management, Alberta Health Services

Lynda Cranston, CHE, President & CEO, Provincial Health Services Authority, British Columbia

Quebec: to be confirmed

#### 10:15 am Break

#### 10:30 am Centralized versus Decentralized Procurement - What the SWOT?

Moderator: Ray Racette

Janet Davidson, President & CEO, Trillium Health Centre, Ontario

Gordon Gilman, President & CEO, FacilicorpNB, New Brunswick

Lynda Cranston, President & CEO, Provincial Health Services Authority, British Columbia

Neil Fraser, President & CEO, Medtronic of Canada Ltd.

Jim Wilson, President, Brancorth Medical Inc.

#### 12:00 pm Lunch

#### 1:00 pm Staying in the Good Grace of Public Expectations

Gary Peall, Deputy Auditor General of Ontario  
Representative of Attorney General's Office of Alberta (invited)

#### 2:00 pm Break

#### 2:15 pm Competitive Bidding and Strategic Partnerships

Moderator: Ken Tremblay, CHE, President & CEO, Peterborough Regional Health Centre

Richard Wilson, Vice President, Finance & Business Development, Ottawa Hospital, Ontario

Hospital CEO, Quebec (to be confirmed)

Marty Townsend, Director, Material Management, Capital Health, Nova Scotia

Jitendra Prasad, Senior Vice President, Contracting, Procurement & Supply Management, Alberta Health Services

Vafa Jamali, Vice President & General Manager, COVIDIEN

Sylvain Chiasson, General Manager, ConvaTec Canada

Phil Spencer, Life Sciences Counsel

#### 4:15 pm Networking and Adjourn Day One

### September 23, 2011

#### 7:30 am Hot Breakfast

#### 8:30 am Exploring Leading Practices

Exploring leading practices in the procurement of innovation in health systems from an international perspective, Canadian perspective, bridging with innovation, procurement of innovation and industry perspective.

Moderator: Don Juzwishin, CHE, Director, Health Technology Assessment & Innovation, Alberta Health Services  
Stuart MacLeod, Professor Pediatrics; PHS, VP Research, Coordination & Academic Liaison, University of British Columbia

Speakers are still being confirmed for this panel.

#### 10:00 am Break

#### 10:30 am World Café

Group discussions on challenges and issues surrounding procurement and adopting innovative technologies from:

- \* Hospital CEO/Executive perspective
- \* Hospital/Government procurement perspective
- \* Industry perspective

Leads: Don Juzwishin, Ray Racette, Larry Arshoff

Deliverable: Joint Paper

#### 12:00 pm Working Lunch

#### 1:00 pm World Café continued

#### 2:30 pm Break

#### 3:00 pm Reporting Back and Summary of Paper from World Café

#### 3:25 pm Closing Comments

#### 3:30 pm Adjourn



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