

# What's New at SMI

September 25, 2009



[NEWEST MEMBERS](#)

[FORUM FEATURES](#)

[SMI2U](#)

[MEET THE STAFF](#)

## NEWEST MEMBERS

We are pleased to announce our newest members. Be sure to visit with them at the upcoming Forum. A full list of [SMI Members](#) is available on our [website](#).

- Baxter Healthcare Corporation – Greg Neier, Vice President, IDN & National Accounts; Marie Keeley, Vice President, Sales
- Beth Israel Deaconess Medical Center – Joe Sheil, Director of Contracting
- Ohio State University Medical Center – Rosalind Parkinson, Administrative Director
- Omnicell – Suzanne Alexander Vaughn, Product Manager
- SciQuest – Krista Fuller, Director, Product Marketing

## FORUM FEATURES

The next SMI Forum is November 4-6 in Orlando. Registrations are rolling in and it appears turnout will be better than ever.

The Forum will feature a keynote segment on Healthcare Policy and Reform. The segment will be moderated by **Kristine Russell**, President & Publisher of Healthcare Purchasing News (HPN); and will include a presentation by **Hussain Mooraj**, Vice President of Supply Chain Life Sciences for AMR Research, focused on reform and legislation at the national level, as well as a member panel that will address the likely impact of reform and legislation on their own organizations. Panelists include **Charlie Colpo**, Executive Vice President, Administration, Owens & Minor, Inc.; **David Hunter**, Vice President, Supply Chain Management, Providence Health & Services; **Tony Johnson**, Corporate Senior Vice President, Chief Supply Chain Officer, Novant Health; and **Greg White**, Senior Director, Health Policy and Reimbursement, Johnson & Johnson Health Care Systems.



*Kristine Russell  
HPN*



*Hussain Mooraj  
AMR Research*



*Charlie Colpo  
Owens & Minor*



*Dave Hunter  
Providence Health & Services*

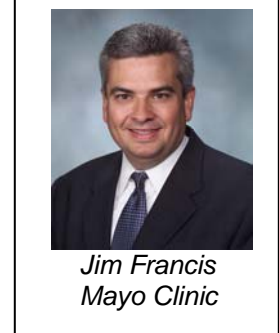


*Tony Johnson  
Novant Health*



We are also extremely pleased to include on the agenda a presentation by **Lynn Britton**, CEO of Sisters of Mercy Health System, who will speak on Managing Cultural Change.

Cleveland Clinic and Mayo Clinic will be highlighted in What Supply Chain Issues Keep Me Up at Night. These two organizations have been recognized by President Obama as “models for the delivery of health care – having some of the lowest costs for the best care.” The speakers are **Bill Donato**, Executive Director, Supply Chain Management and **Jim Francis**, Division Chair/Assistant Treasurer, Supply Chain Management.



Deeper Dive sessions will include:

- Collaboration / Integration with Clinical Departments
- Consolidating Operations:  
Shared Service Centers & Evolving Distribution Models
- Cost Savings Strategies / Tactics in a Troubled Economy
- Healthcare Policy & Reform: Linking in the Supply Chain
- Joint Value Creation: New Expectations for Strategic Partners
- Pandemic Preparedness

## SMI2U

One of the greatest strengths of SMI is its members. Within the membership we have top notch, senior level supply chain executives with a wealth of experience and knowledge. Recognizing this resource, SMI launched an information sharing program called **SMI2U**.

**SMI2U** is designed to draw upon the talents of the membership and create a roster of speakers and topics that can be shared throughout the SMI membership. Through this program, an SMI member will come to your site and present to your team and leadership group. Each program is designed to provide information and insight into key supply chain issues with how to's and Q & A that will enable your team to get in depth answers to marketplace issues.

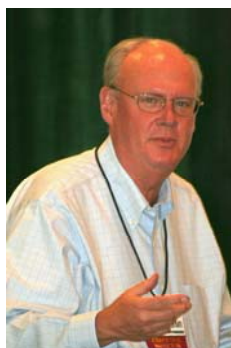
If interested in pursuing something for your organization, contact Teri Gallagher. Several members have already connected through this program – a few examples include:

- Jim Francis of Mayo Clinic presented a program for Cardinal Health on *Imperatives for Supply Chain Transformation*
- Dick Felger of PAR Excellence Systems presented a seminar for University of Arkansas on *Point-of-Use Solutions in Healthcare*
- Keith Johnson of Coloplast provided input to Sisters of Mercy – Resource Optimization and Innovation (ROI) contributing a candid perspective on what makes an attractive partner from a manufacturers perspective and strategies that align resources/incentives while reducing overall costs for all
- Dennis Orthman has spoken on a variety of topics for several programs at the request of SMI members and collaborators including the New Jersey Healthcare Materials Management Society, the 14<sup>th</sup> Annual Global GS1 Healthcare Conference, the Pennsylvania Statewide Materials Management Conference, and the GHX Supply Chain Summit Advisory Group; as well as providing webinars for AHRMM
- Keith Johnson of Coloplast is currently working to organize a panel on integrated delivery networks (IDNs) for an upcoming management meeting and has reached out to SMI for assistance



## MEET THE STAFF

Congratulations to Dennis Orthman who has been promoted to Senior Director! Full biographies for all [staff](#) are available on the [SMI website](#).



Name:	Tom Hughes	Dennis Orthman	Teri Gallagher
Title:	Executive Director	Senior Director	Director
Responsible For:	Overall management and oversight of SMI	Ongoing support and coordination of SMI initiatives including research, analysis and development of industry tools	Ongoing operations including membership, financials, Forums, communications, and website & office administration
Years in Industry:	40	25	25
Prior Experience:	<ul style="list-style-type: none"> <li>▪ Founding Principal, Concepts in Healthcare</li> <li>▪ Vice President, BD Healthcare Consulting &amp; Services</li> <li>▪ Materials Management - Tufts New England Medical Center, Beth Israel Hospital</li> </ul>	<ul style="list-style-type: none"> <li>▪ Principal Consultant, BD Healthcare Consulting and Services</li> <li>▪ Director of Purchasing, Museum of Fine Arts, Boston</li> <li>▪ Materials Management – Partners HealthCare System, St. Elizabeth’s Hospital, Mount Auburn Hospital, Boston City Hospital</li> </ul>	<ul style="list-style-type: none"> <li>▪ Vice President of Operations, Premier Purchasing Partners</li> <li>▪ Contract Employee, Consorta, Inc.</li> <li>▪ Independent Consultant</li> </ul>
Personal Interests:	Golf, Sports Events “Go Pats!”	Red Sox, Politics, Travel, Golf	Photography, Nature, Hiking
Contact:	<a href="mailto:thughescih@aol.com">thughescih@aol.com</a>	<a href="mailto:dorthman@smisupplychain.com">dorthman@smisupplychain.com</a>	<a href="mailto:tgallagher@smisupplychain.com">tgallagher@smisupplychain.com</a>

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