



*Navigating  
Healthcare  
Supply Chain out  
of muddy waters*



**MUD!!!**

*27<sup>th</sup> Annual Conference  
5<sup>th</sup> – 7<sup>th</sup> August 2015  
Yarra Valley Lodge  
Program only*

Association of Healthcare Supply & Procurement  
Officers Incorporated

Registration A0022407B

ABN 82 958 634 724

**Program Amendments:** Although every effort will be made to keep presentations as represented, AHSPPO reserves the right to make any necessary changes to the program

# Glimpse at Conference Speakers

## Conference Chair

This year AHSPO welcomes Mark Brommeyer as our Conference Chair

**Mark Brommeyer, Brommeyer Consulting Pty Ltd**  
MEdAdmin, GradDipEd, BAppSc, RN, FACHI, AFAIM, MAICD

Mark recently led the electronic healthcare Supply Chain Reform Program at the National E-Health Transition Authority (NEHTA), incorporating the National Product Catalogue (NPC), the eProcurement solution and purchasing reform.

AHSPO is excited that Mark is available to join us as the Conference Chair for our 27<sup>th</sup> Annual Conference in Yarra Valley.



## Some of our Speakers.....



## 2015 AHSP0 Conference Program

Association of Healthcare Supply & Procurement Officers Conference

Wednesday August 5, 2015

### PROGRAM DAY 1

#### PM Session 1

<b>5:00</b>	Delegate & Exhibitors Registration
<b>6:00 – 6:30</b>	Welcome Reception -President of AHSP0, Glenda Prewett (5mins) Proudly supported by ArjoHuntleigh Official Conference Opening by CEO Eastern Health Alan Lilly (20 mins) A word from our Diamond Sponsor Aaxis Pacific presentation (5mins)
<b>6:30 – 8:30</b>	Exhibition Reception & Exhibition Opens (proudly supported by KCI Medical)
<b>9:00pm</b>	Close of Exhibition & Day 1 program

Thursday, August 6, 2015

### PROGRAM DAY 2

#### AM

<b>6:00 – 7:30</b>	Breakfast in the Bella dining room
<b>7:30 – 8:15</b>	Breakfast continues in Exhibition area until 8:15am
<b>8:20</b>	Welcome - AHSP0 President
<b>8:30</b>	<i>Conference Opening</i> – Life Member Carol Webster

#### Session 2 8:40–10:00

<p style="text-align: center;"><i>Empowering accountability and error control</i></p> <p style="text-align: center;">(80mins)</p> <p><b>Keynote Speaker</b> <b>Proudly sponsored by Sebel Furniture</b></p>	<p>Proliferation of suppliers and document types, slow processes prone to error and waste and lack of visibility, all lead to unnecessarily high costs and undermines quality which can compromise patient safety and care. Healthcare Supply chains need to be flexible enough to recover from any disruptions at the earliest possible time.</p> <p>Ben Cook is a former Wing Commander in the Australian Defence Force, a military transport pilot, flying instructor and low level aerobatics display pilot who holds formal instructional training and human factors qualifications. Ben has amassed over 16 years of safety management experience, with the majority of that time spent as an applied human factors specialist. He is renowned for empowering organisations and teams to develop and deliver innovative projects to achieve positive behavioral and cultural change. He is well known for the development of contemporary safety and error management strategies, which have enhanced system resilience to human error. Ben continues to provide pragmatic, applied interventions to help humans and systems achieve operational excellence, including contemporary fatigue management support to fighter pilot combat instructors.</p> <p><b>Presented by: Ben Cook – CEO Human &amp; Systems Excellence</b></p>
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**10:00 – 10:45 Break out Morning Tea - proudly supported by OAPL - Orthopaedic Appliances**

#### Session 3 10:45 - 12:30

<p>Road to recovery Understanding Healthcare Funding (30mins)</p>	<p>The healthcare system in Australia is a complex mix of services funded by Commonwealth and State Government funded services and private health insurance. Compared with health systems in other developed countries, the Australian Health system delivers us higher than average health outcomes. <b>Presented by Andrew Collins, Chief Financial Officer, Bendigo Health</b></p>
<p>Heading to clearer waters (30mins)</p>	<p>Melbourne Health is midway through implementing their Procurement Transformation plans and will share their experiences to date. Hear from some of the Procurement team about how murky the waters actually were. You will also hear of some challenges in obtaining organisational acceptance on the planned course towards clearer waters and some of the successes on the journey so far. <b>Presented by: Melbourne Health Procurement</b></p>
<p>Legal is your friend (20 mins)</p>	<p>The clear and sunny skies that often preside over contract negotiations can quickly become a distant memory when a contractual relationship hits stormy weather. The ability for a contracting party to weather the storm depends on the protection given by the terms of the contract between the parties. In some situations, a contract may give no protection to a party – leaving that party exposed to a quagmire of costs, disputes and business disruption. Organisations should always view contract formation as “muddy water” they cannot avoid but must cross – the trick is to know what traps and obstacles lie beneath the surface to navigate a safe passage. Legal can help with this navigation. This presentation will discuss some tips and traps in contracting and how legal should be viewed as the friendly travelling companion on the contracting journey. <b>Presented by Christopher Sykes, Senior Associate, Health Legal</b></p>

<p>Hi. I'll be your travelling companion along the Coast of Sustainability" (20mins)</p>	<p>Nursing has always been an interdisciplinary field as well as a holistic one. We welcome the opportunity to creatively explore what collaboration looks like between the nurse and the procurement officer. How can we promote sustainable practice in our areas? What does this look like on the clinical floor? What has been happening at Monash Health?  <b>Presented by Jacqui Dunn, Associate Nurse Unit Manager Monash Medical Centre Emergency Department and Roslyn Morgan, Registered Nurse, ICU Dandenong Hospital</b></p>
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**PM**

**12:30 – 1:45 Break out Lunch - proudly supported by Print Media Group**

**Session 4 1:45 – 2:30**

<p>Busting the Myths of muddy waters in supply chain (45mins)</p>	<p>Panel Discussion: Complex Supply chain, what are the myths and how are we perceived in our profession. Let the muddy waters out; we don't want the mud to stick!  Expert Panel:</p> <ul style="list-style-type: none"> <li>• Joe Neill – Director Supply &amp; Contracts, Austin Health</li> <li>• Terry Hoy - Regional Supply Chain Manager, South West Healthcare</li> <li>• Rick Law – Directory Supply Chain &amp; Revenue Services, Peninsula Health</li> <li>• Santo Cavaleri – Supply &amp; Logistics Manager, Melbourne Health</li> </ul> <p>Facilitated by Conference Chair – Mark Brommeyer</p>
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**Session 5 2:30 – 3:00**

<p>Beyond the price (30mins)</p>	<p>Traditionally procurement has remained focused on price, but consider what lies beyond that? Demand, variation and total cost of ownership is the key to unlocking more value from a procurement strategy.  <b>Presented by: Colin Hui (Head Medical and Pharmaceutical Program) and John Enright (Supply Chain Strategy Manager) from Health Purchasing Victoria.</b></p>
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**3:00 – 3:45 Break out Afternoon Tea – proudly supported by Cello Paper**

**Session 6 - 3:45 – 5:00**

<p>I am not a Buyer or a Category Manager, I am a speed painter, what the! (60 mins)   Keynote Speaker Proudly sponsored by DeFries Industries</p>	<p>An effective category manager needs to focus on value rather than costs. If you were painting an iron bridge, you would measure value in terms of the coverage you get from the paint, its ability to protect against the elements and the speed at which it could be applied. These are all factors which drive value – lower material costs, a faster job reducing labour and less frequent repetition of the work. So you may buy a tin of paint that's more expensive, but delivers value because it is a specialist paint that stops rusting, is quicker to apply and lasts longer. But if you make a 'cost only' decision and buy cheap paint, one end of the bridge will need repainting before you've reached the other side! This breakout session will offer us the opportunity to see how making commercial decisions is just one half of the picture.  Presented by Gavin Bell</p>
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**4:45 – 5:00 Annual General Meeting - All welcome to attend.**

**5:00pm Close of Day 2 program**

<p>7:00pm – 12:00  Proudly supported by our Diamond Sponsor - Axis Pacific</p>	<p>Conference Dinner - Theme:  "A little bit of Country, a little bit of City and whole lot of Rock n Roll"  Dress Themed  \$5 Entrance Fee - monies collected will be donated to the nominated Charity for 2015 :Guide Dogs Victoria</p>	
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**Friday August 7, 2015 PROGRAM DAY 2**

**Half Day session AM**

<p>6:00am – 7:30</p>	<p>Breakfast in Bella dining room</p>
<p>7:30 – 8:20am</p>	<p>Breakfast continues in Exhibition area open to all delegates</p>

**Session 7 – 8:30 – 10:00 AM**

<p>Finding a Mentoring Buddy (30 mins)</p>	<p>Introduction to a future program. Mentoring is a mutually beneficial relationship which involves a more experienced person helping a less experienced person to achieve their goals. There is nothing unclear about this, we have the idea and can provide the support to run mentoring programs in the future, we just need you to participate?  <b>Presented by: Ern Prentice, Leader &amp; Management Consultant, Melbourne's West Leadership Forum</b></p>
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Out of the box: Thinking can deliver outstanding Outcomes (20mins)	Monash Health's Central Production Kitchen (CPK) journey, working with staff, suppliers etc. to dramatically change the way of their business is delivered to ensure exceptional outcomes. <b>Presented by Imran Hanif, Support Services Manager and Central Production Kitchen Manager Monash Health</b>
Highlighting how Eastern Health faces drug shortage challenges (20 mins)	Achieving efficient streamlined procurement takes hard work, time and resources, added to this analysing drug stock outages is a pain in the supply chain? Eastern Health Pharmacy will provide a case study on achieving better procurement outcomes from a proactive approach and how they streamlined their procurement processes in a continuously changing environment <b>Presented by Dharam Singh - Manager Pharmacy Procurement Eastern Health</b>
Driving Supply Chain Operational Efficiencies (20mins)	What are the key challenges? From introduction of lean/robust systems and addressing concerns like lack of technology, storage space, staff skill levels, change management, performance management and industrial issues, Adeel will shed light on how he implemented these systems at Alfred Health using his experience at Toyoto Boshoku. <b>Presented by Adeel Ahmed - Operations Manager - Supply Chain, Alfred Health</b>

**10:00 –10:30 Break out Morning tea proudly supported by CH2 - Hospital**

**Session 8 - 10:30 – 11:45**

Engaging Equipment Nurses in the procurement process (20mins)	Equipment Nurses, play an important role in the procurement process. They help with standardisation, make a real difference regarding purchasing and have the potential to drive efficiencies, savings and improve patient safety. <b>Presented by: Angela Morris Northern Health &amp; Jillian Williams Peter MacCallum Cancer Centre</b>
Directing Clinical Engagement in the procurement process (20mins)	How has clinical engagement moved forward, what that has actually meant and what will it mean in the future? NSW HealthShare will share their future direction including Human Factors into their procurement strategies, why this is so important and what it will achieve. This will be a positive discussion on 'walking through the mud' together. <b>Presented by Leonie Hardy, Clinical &amp; Pharmaceutical Contracts Officer NSW HealthShare</b>
Navigation & Mobility; ability to move safely, fluently and independently (30 mins)	This year the AHSPO chosen charity is Guides Dogs Victoria Guides Dogs Victoria is one of Australia's oldest and most trusted charities offering high quality services to blind and vision impaired Victorians. Their service enhances the quality of life and assists in the achievement of safety, confidence and independence for visually impaired <b>Presented by Guide Dogs Victoria</b>

**Session 9 - 11:45 – 12:45**

Sharpen your pencil beyond the odds (60 mins) <b>Keynote Speaker Proudly Sponsored by Ecolab Pty Ltd</b>	Have a go no matter what the odds! Does that sounds clear?, Mick Collis wasn't exactly sure what sort of Australian Champion he was going to be or that it would end up the way he expected it..... <b>Presented by: Mick Colliss</b>
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12:45 – 1PM Closing Address, Conference Close & Exhibitors Bunk out.

1:00 – 1:30 Lunch – On the Go...if you need lunch on the go, please make sure you have booked

**Charity**

**AHSPO Chosen Charity for 2015**

**Guide Dogs Victoria**

web: [www.guidedogsvictoria.com.au](http://www.guidedogsvictoria.com.au)



**Someone will never forget you.**

We can really make a difference, by helping Guide Dogs Victoria provide a range of services and training to improve the quality of life and independence of blind and vision impaired Victorians. The breeding and training of Guide Dogs is a significant part of their vital activity. Whilst you may never meet the person whose life our kindness has changed, but they will never forget you

Guides Dogs Victoria relies entirely on support from the public to provide their services free of charge.

AHSPO help will be an extremely important source of funds that can enable thousands of Victorians to have freedom and independence after vision loss.

# Acknowledgements

**Special thanks to all  
our Committee,  
Sponsors and  
Exhibitors**

## **Executive Committee**

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Glenda Prewett - President

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Rosemarie Robinson - Secretary

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Robert Tarantello – Membership

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Pragasen Pillay

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Blake Spring

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**Special thanks to all our Sponsors and Exhibitors**

2015 Trade Exhibition

45+

EXHIBITORS

OVER 2 ½ DAYS - 2015 EXHIBITION

The exhibition at the AHSPO Conference will again provide opportunities for delegates gather and interact with members of the healthcare Supply & Procurement industry.

The exhibition enables delegates to view and evaluate the latest technologies, products and services available.

The exhibition provides delegates with access to leading providers in Healthcare related solutions and technologies, giving participants the opportunity to improve the efficiency of their own operations. The exhibition also provides the opportunity to speak directly one on one with Suppliers

In 2015 we invite you to navigate your way around our Exhibitors!



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