

PRESENTING THE 26TH ANNUAL

Association of Healthcare Supply & Procurement Officers Conference



22nd – 24th October 2014 | Novotel Forest Resort Creswick

Conference Facilitator



Andrew Gill – will captivate, facilitate, charm & engage to deliver sensational conference results. Andrew has worked with some of the world's most high profile companies, agencies throughout Fiji, Japan, China, USA & UK. Andrew has compared countless corporate government & public events throughout Australia. Renowned for his energy wit, Andrew is recognized for his flexibility & dynamism & is a great fit for AHSPPO.

Proudly supported by Terumo

Keynote Speakers



Morris Miselowski – has spent the last 30 years peering over the horizon for corporations around the globe & is considered to be amongst the world's leading business futurist. Referred to as one of Australia's most powerful & unforgettable presenters, there's more than that to Morris, he's a stirrer, a thinker, a visionary, he can see what's coming & he can tell you how to apply this in a way that will drive our business & its bottom line.

Proudly supported by ITL Healthcare

Vanessa Hicks / Proudly supported by Print Media Group

With Key contributions from

- Clinical Product Advisors
- Health Purchasing Victoria
- Nicole Peck - Barwon Health
- Justine Bradley - BD Australia
- John Rosen – USA
- David Walker -Bendigo Hospital
- Zdenka Fuller - HealthShare NSW
- Chris Tyrell - Access health
- Tom Ingham - Litmus Group
- Valentino Bulaon - NSW HealthService
- Peter Thomas – University of Melbourne
- Mike Shaddock –Device Technologies
- Greg Mancey – Melbourne Health
- Judy Rhodes –Barwon Health

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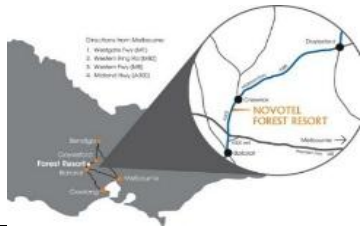


The conference theme this year is ***Winds of Change, Mountains of Opportunities together towards tomorrow*** and will address the breadth and depth of Supply and Procurement in Healthcare, featuring plenary talks by international, national & local speakers including a Trade Expo featuring products and services presented from our industry Healthcare partners.

Discover best practices, data-driven insights, and trends that will make you a stronger professional and give your Health Service a competitive advantage. Expand your peer network and meet people you can turn to for ideas and strategic insights to serve you for years to come. Benefit from the some case studies, topics will include:

- Inventory opportunities, new technologies,
- Shaping the Health Sector of the future
- Category Management,
- Making the dollar stretch

Venue & Location | Novotel Forest Resort Creswick 1500 Midland Highway Creswick



Is situated in the heart of spa country Victoria, only 10 minutes from the historic city of Ballarat & 20 minutes from Daylesford & Hepburn Springs. Only 75 minutes from Melbourne CBD & just over one hour from Melbourne & Avalon airports, our Creswick Hotel is easily accessed by plane or car both domestically & internationally.

Exhibitors Exhibition – Grand Ballroom

The association first introduced a Healthcare exhibition in 1989 as part of our annual conference. The introduction of this exhibition has allowed our members the opportunity to see the range of products used in our environment, also allowing our members to meet and network with company representatives. 26 years later, the Exhibition has grown from a small select group of exhibitors to a larger and much broader field of exhibitors. This year the association will host 46 suppliers who will exhibit their products and provide you with the knowledge and exposure to new products and resources that are available to you. It is also a timely opportunity to question, examine and compare the performance of competitive suppliers from around the Healthcare Industry.



The Association of Healthcare Supply & Procurement Officers conference is proudly supported by



Day Refreshment & Lunch Exhibitors – CH2; O.A.P.L; Covidien; Livingstone International; Cello Paper

Session Exhibitors – Staples, Fresenius Kabi; Sarstedt Australia; Marwell Medical

Bronze Exhibitors – Sentry Medical; Air Liquide; Mayo Healthcare; Whiteley Corporation; Olympus Australia; Defries Industries; Aidacare; Ecolab Pty Ltd; Unique Care; Bunzl; EBOS Healthcare; Multigate Medical Products; OfficeMax & Cook Medical

Wednesday October 22, 2014

PM Session 1

5:30 – 6:00	Delegate & Exhibitors Registration
6:00 – 6:30	Official Conference Opening & Diamond Sponsor presentation
6:30 – 7:30	Exhibition Opens
7:30 – 8:30	Exhibition Reception & Exhibition continues – this session supported by ConveTec
8:45	Close of Exhibition & day 1 program

Thursday, October 23, 2014

PROGRAM DAY 2

AM

6:00 – 8:00	Breakfast
8:00	Exhibition
8:50	Welcome AHSP0 President
9:00	<i>together towards tomorrow</i> – Life Member Peter Lack

Session 2 9:10–10:00 Winds of Change Mountain of Opportunity this session of the program proudly supported by ITL Healthcare

Your Eye on the Future	Every decision we make is based on a future need & a future purpose. What if the future need & purpose are not the same as the past ones? What if what you have done & how you have done it until now will not work the same as it used to? Staying ahead requires us to bravely look over the horizon & imagine the work that is coming & ponder the impact it will have on our industry. The changes we see in the next 10 years will exceed that of the last 100, by 2020 60% of workforce will be doing tasks that do not exist, seeing products we can only imagine. This session will translate these future-based insights into game-changing plans that work no matter our industry & take us forward & show us tomorrow's world of innovation, procurement & health care leaving us invigorated, informed, eager & ready to grab the infinite possibilities that await us over the horizon & beyond. Morris Miselowski- Keynote Speaker
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10:00 – 10:30 Morning Break - proudly supported by CH2

Session 3 10:30 - 12:00 Mountains of Opportunity This session of program proudly supported by Staples

What it costs?	Opportunities & Rationalisation	Clinical Products Advisors & their positive impact within health services who have their services. Their role includes the monitoring of HPV Contracts, compliance and recognising clinical opportunities from with the categories, such as cost savings and rationalisation of ranges. Also included are responses to back orders, product substitutions and recognition of the National Standards, whilst maintaining the role of patient advocate and ensuring best practice is preserved” Presentation by Clinical Product Advisors
Does it Save?	If they can't open it, they can't eat it	The ability to access packaged food & eat well is a requirement for staying healthy in the home, limiting hospitalisation & promoting dignity & independence. Poor nutrition increases the length of stay & complications. How can procurement influence manufacturers to make simple yet innovative changes to packaging? This presentation will discuss how NSW Health is encouraging manufacturers to make food packaging that is easier to open. Zdenka Fuller Project Manager Purchasing & Packaging Food Service Improvement Program HealthShare NSW.
	Outsourcing V In-house	Peter Thomas Director of Strategic Procurement – Melbourne University
	Commercial V Public Health	Nicole will present on the organisational changes she is experiencing moving from Target Australia a commercial environment to the public health environment at Barwon Health. The process of making a profit versus making the dollar go further. Nicole Peck Chief Financial Officer Barwon Health

PM

12:00 – 1:00 Lunch Break - proudly supported by Livingstone International

Session 4 1:00 – 2:00 Winds of Change this session of the program proudly supported by Fresenius Kabi

Automating Inventory	Case study presented on how inventory Automation can offer hospital supply management systems to dramatically streamline inventory management tasks. John has a wealth of expertise in the implementation of the equipment. John will provide you with a better understanding of automation, its flexibility, security & convenience that will ultimately demonstrate how you can manage your inventory. John Rosen Managing Director Omnicell USA
	Barwon Health is the first regional hospital in Australia with a pharmacy robotic inventory & dispensing system. PRIDS introduces proven patient safety measures through accurate stock selection & reduced dispensing errors. Judy will present case study on Why PRIDS? Cost Impact, Work & Staff Impact that PRIDS has made to the services of the pharmacy dept. Judy Rhodes Senior Purchasing Officer Pharmacy Barwon Health.

Session 5 2:00 – 2:45 Beating the Procurement Drum this session of the program proudly supported by Axis Pacific

It's the Rhythms of Opportunity	We need to beat our drum, this breakout session will offer us the opportunity to learn & put together our own procurement message that our healthcare workers should know about our procurement departments.
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2:45. – 3:15 Afternoon Tea – proudly supported by OAPL

Session 6 - 3:15 – 4:30 Towards Tomorrow

Integrated systems & sound data validation	HealthShare NSW has aligned its procurement business processes for the utilisation of data from the National Product Catalogue 1 & location information from GS1 Locaternet2. This is across procurement areas such as cataloguing, tendering, contracting & electronic trading. This session will provide the details on the work that has enabled NPC data in NSW Health state-wide procurement systems. This project has already provided key benefits with the Business Procurement Services recognised for their achieved efforts. Valentino Bualon, Business Procurement Services Manager Catalogue & Procurement Information HealthShare NSW
Shaping Health of the Future	Health sector is being challenged to transform its supply chain. Costs are growing & with approximately 30% of health sector spend attributed to non-labour costs, supply chain reform will be critical to ensuring the future financial sustainability of our sector. Understand how drivers such as the common catalogue, procurement reform, clinical demand & standardization all impact on the pace of supply chain reform. Meagan Main & Eileen Keane Hospital Purchasing Victoria
4:30 – 5:00	Annual General Meeting
5:00	Close of day 2 program
7:00 – 12:00	Conference Dinner proudly supported by Diamond Supporter Dress Theme – Cartoon Capers (a cartoon character from any era) \$5 Entrance Fee - monies collected will be donated to the nominated Charities for 2014.



Friday October 24 2014

PROGRAM DAY 2

Half Day session

6:00 – 8:00	Breakfast
8:30 – 9:00	Exhibition Opens

Session 7 - 9:00 – 10:00 Mountain of Opportunity this session of the program proudly supported by Starstedt Australia

Building the mountain	How can we apply category management in purchasing that will benefit our Health Services? This session will provide an approach to reduce the cost of buying goods and services, reduce risk in the supply chain, and increase overall value from the supply base and gain access to more innovation from suppliers. It is a strategic approach that focuses on the vast majority of organisational spend. If applied effectively throughout the entire organisation the results can be significantly greater than traditional transactional based purchasing negotiations. Greg Mancey Melbourne & Tom Ingham Litmus Group.
Our Opportunity	Justine Bradley is employed with BD Australia with a background as a critical care nurse. Justine has put her skills to great use helping developing countries, Justine volunteered for earthquake ravaged "Haiti" for three/four weeks in her own time. Justine's life challenging experience on how she helped the Haiti people and how the help of the team she went with made such a difference to their lives. Chris Tyrell is employed with Access Health and will provide details on his involvement regarding logistics and equipment that he sends to an HIV Orphanage in Ethiopia and a hospital in the Philippines.

10:00 –10:30 Morning Break proudly supported by Coviden

Session 8 - 10:30 – 11:45 towards tomorrow & beyond this session of the program proudly supported by Marwell Medical

Tomorrow	New Bendigo Hospital will be the largest regional hospital development in Victoria project estimated cost \$630 million. The Bendigo Hospital project will deliver a new hospital with 372 beds, 10 operating theatres, integrated cancer centre & mental health unit, helipad & new multi-storey car park. David Walker Executive Director Building Infrastructure Bendigo Health
Beyond	Case Study: Implementing RFID as a solution for inventory replenishment and tracking. <ul style="list-style-type: none"> • Why did Cabrini health implement this system? • What hardware, software and consumables are required for this system • What are the success factors, such as: reducing cost, optimizing inventory, improving shelf availability • What are the requirements for installation, maintenance and servicing Len Kennedy Logistics Manager Cabrini Health
Turning health challenges into opportunity	Enter into the work of robotics & artificial intelligence. Healthcare technology continues to advance at remarkable rates. There are major factors that influence utilization in technology such as the financial advantages to both clinician & the hospital. Purchasing goods direct from overseas, or purchasing goods with a large imported content, adds an extra dimension to the basket of procurement risks that must be considered. Mick Shaddock General Manager Victoria, Tasmania & Emerging Technologies Device Technologies Australia.

Session 9 - 11:45 – 12:30 Together Tomorrow this session of the program is supported by Print Media Group

Why we do what we do	Why do we do the things we do? What is the force that drives and shapes all of our emotions, actions, qualities of life & ultimately our destinies? Vanessa Hicks –Keynote Speaker
12:35 – 12:45	Closing Address Conference Close & Exhibitors Bunk out.

1:00 – 1:30 Lunch proudly supported by Cello Paper