## 2018 ACE SUMMIT SCHEDULE-AT-A-GLANCE

### Sunday, February 18

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>4:00 pm – 7:00 pm</td>
<td>Registration</td>
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<tr>
<td>5:00 pm – 7:00 pm</td>
<td>Welcome Reception</td>
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<tr>
<td>5:30 pm – 6:30 pm</td>
<td>First-time Attendee Orientation Session</td>
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### Monday, February 19

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<tr>
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<tr>
<td>7:00 am – 7:30 pm</td>
<td>Registration</td>
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<tr>
<td>8:00 am – 10:30 am</td>
<td>Product Showcase Breakfasts</td>
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<tr>
<td>10:00 am – 11:15 am</td>
<td>Sales Development Workshop – Managing Relationships Through the Digital Channel</td>
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<td>10:00 am – 11:15 am</td>
<td>Facilities Planning Summit – Vizient, Inc.</td>
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<tr>
<td>11:00 am – 12:45 pm</td>
<td>Lunch N Learns</td>
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<tr>
<td>11:00 am – 12:45 pm</td>
<td>Focus Groups</td>
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<tr>
<td>11:30 am – 12:45 pm</td>
<td>Sales Development Workshop – Getting Specified</td>
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<tr>
<td>11:30 am – 12:45 pm</td>
<td>Facilities Planning Summit – Premier, Inc.</td>
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**Build Track | Augusta AB, 7th Floor**

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<th>Time</th>
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<tbody>
<tr>
<td>1:00 pm – 2:15 pm</td>
<td>Supertrends: Forces Shaping New World Approach to Planning</td>
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<tr>
<td>2:30 pm – 3:45 pm</td>
<td>Taking Design to Operation</td>
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<tr>
<td>4:00 pm – 5:15 pm</td>
<td>Innovative Construction Contracting</td>
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**Design Track | Augusta 1, 7th Floor**

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<th>Time</th>
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<tr>
<td>1:00 pm – 2:15 pm</td>
<td>Facility Design Regulations and Designing for Disaster</td>
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<tr>
<td>2:30 pm – 3:45 pm</td>
<td>Designing with the Patient in Mind</td>
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<tr>
<td>4:00 pm – 5:15 pm</td>
<td>Revitalizing Patient Care</td>
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**Equip Track | Augusta EF, 7th Floor**

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<th>Time</th>
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<tr>
<td>1:00 pm – 2:15 pm</td>
<td>The Changing Nature of Equipment Planning</td>
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<tr>
<td>2:30 pm – 3:45 pm</td>
<td>Developing Equipment Acquisition Strategies and Planning Checklists</td>
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<tr>
<td>4:00 pm – 5:15 pm</td>
<td>Successful Blueprints for Equipping New Facilities</td>
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**Fund Track | Augusta 2 & 3, 7th Floor**

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<th>Time</th>
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<tr>
<td>1:00 pm – 2:15 pm</td>
<td>Evidence-based Capital Planning Processes</td>
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<tr>
<td>2:30 pm – 3:45 pm</td>
<td>Creating Value Through the Capital Budget Process</td>
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<td>4:00 pm – 5:15 pm</td>
<td>Funding New Healthcare Opportunities</td>
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**Maintain Track | Augusta GH, 7th Floor**

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<tr>
<td>1:00 pm – 2:15 pm</td>
<td>Improving the Patient Experience Through Facilities Maintenance Programs</td>
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<tr>
<td>2:30 pm – 3:45 pm</td>
<td>Future-proofing Your Capital Equipment Maintenance Programs</td>
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<tr>
<td>4:00 pm – 5:15 pm</td>
<td>Facility Sourcing Practices and Joint Commission Update</td>
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**Supply Track | Augusta CD, 7th Floor**

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<th>Time</th>
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<tr>
<td>1:00 pm – 2:15 pm</td>
<td>Panel: Issues Impacting Capital Equipment</td>
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<tr>
<td>2:30 pm – 3:45 pm</td>
<td>Panel: Issues Impacting Design &amp; Construction</td>
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<tr>
<td>4:00 pm – 5:15 pm</td>
<td>Panel: Creative Strategies for Navigating the GPO Landscape</td>
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### Tuesday, February 20

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<tr>
<td>7:00 am – 5:30 pm</td>
<td>Registration</td>
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<tr>
<td>7:00 am – 8:00 am</td>
<td>Breakfast</td>
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<tr>
<td>8:00 am – 12:00 pm</td>
<td>General Session</td>
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<td>12:00 pm – 2:00 pm</td>
<td>Lunch</td>
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<td>1:30 pm – 2:00 pm</td>
<td>Reverse Expo <em>Provider and Sponsor Attendees-Only</em></td>
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<tr>
<td>2:00 pm – 5:30 pm</td>
<td>Reverse Expo <strong>All Attendee Access</strong></td>
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<tr>
<td>7:00 pm – 9:00 pm</td>
<td>ACE Summit Farm-to-Table Reception</td>
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### Wednesday, February 21

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<tr>
<td>8:30 am – 11:30 am</td>
<td>Professional Development Workshop – Leveraging the Power of Personality to Influence Others</td>
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Build Track

From hospitals to outpatient clinics to medical office buildings, the construction and/or renovation of healthcare buildings is essential to improving care of patients. Designing and building healthcare facilities requires attention to the needs of doctors and patients, to the importance of maintaining a healing environment, and, of course, to cost. In addition, careful thought must be given to the long-term efficiency of every inch of space. This has always been a challenge, but in an environment that is shifting toward providing patients increased opportunities to receive care remotely, administrators are looking for new and creative spaces that will meet the needs of millennials and beyond. Issues discussed in this track will include building information modeling, a look at the impact that the increase in home health care will have on healthcare facilities, and innovative constructing contracting formats. These sessions will address topics pertinent to healthcare and design executives with responsibility for long-term planning and construction.

Design Track

Healthcare design is changing rapidly. Evolving patient needs and populations, a better understanding of the physical environment’s influence on healing, and the migration of care throughout the care spectrum are among the factors driving the changes in design. The sessions in the Design Track will provide a forum for collaboration and communication among healthcare facility decision makers and architecture, design, and construction management professionals. Gain new perspectives on ways to maximize every dollar; optimize space, place, practice, and process; and enhance safety, delivery of care, and what the patient experiences. Topics covered will include emerging design trends, a review of federal regulations, designing for disaster, methods of addressing the increase in outpatient care, and opportunities for the redesign of retail space in the heart of local communities. This track is designed for senior healthcare executives who have operational responsibility for healthcare facility architecture, design and construction, and the professionals in the architectural, design and construction fields targeting the healthcare industry.

Equip Track

Capital equipment expenditures are a large part of the budget and are closely scrutinized. Diminishing equipment life cycles, increased regulations and tight budgets make it a challenge to purchase equipment that will improve patient care as well as the bottom line. Making smart decisions in the planning process can save money and avoid headaches later on. In these sessions, you’ll learn from healthcare system executives and other capital equipment experts about methods of effectively evaluating capital equipment purchases, gain insights on the changes taking place in capital equipment planning, and hear creative strategies for equipment planning and acquisition. These sessions are designed for healthcare executives with capital equipment purchasing responsibilities as well as sales and marketing executives from the healthcare capital equipment arena.

Fund Track

Several factors drive the necessity for new facilities and equipment in the healthcare space. Building age and functionality, advances in technology, and competition for patients and employees are some of the reasons that health system administrators must find ways to continue to fund new projects in a tough market environment. Whether the new spaces are in the form of expansion, renovation or new construction, creative approaches to funding are vital to ensuring sustainable and successful projects. This track will explore the demands that healthcare systems are facing when it comes to funding growth and revitalization. Discussion will include potential alternatives to traditional capital resources, the importance and benefits of evidence-based decision making, and why budgets should reflect first costs but also Total Cost of Ownership (TCO).

Maintain Track

Seismic shifts in the regulatory environment, growing patient populations, and ever-changing technology require today’s engineering, facilities management, construction, safety, and security professionals to stay abreast of all of these factors and adapt to them accordingly. Working collaboratively across departments to gain necessary input and buy-in, building trust with outside business partners and expanding knowledge is critical to the success of those delivering healthcare services. These sessions will address topics and trends in healthcare engineering, construction, and maintenance to offer insights on best practices and new solutions. Topics will include a Joint Commission update, focus on improving the patient experience through facilities, the importance of capital budget planning and facilities maintenance plans, trends in creating healing environments, practical considerations for future proofing medical equipment and technologies, and facility sourcing practices.

Supply Track

Understanding and anticipating the evolving facility and equipment needs of hospitals and healthcare systems can be a huge challenge, but aligning your goals with those of your customer is critical. This track will provide insight on how healthcare system decision-makers identify key parameters that lead to a successful contracting experience. Learn how effective collaboration with healthcare administrators can open up new opportunities and lead to more effective negotiations for services and long-term business partnerships. Gain a fresh perspective on how to better position your product or service to assist healthcare systems and hospitals in meeting the challenges they face. Topics will include a discussion regarding issues impacting capital equipment, design, and construction, as well as strategies for navigating the GPO landscape.
Sunday, February 18th

4:00 pm – 7:00 pm  Registration  
The Overlook, 6th Floor

5:00 pm – 7:00 pm  Welcome Reception  
The Overlook, 6th Floor

Welcome to the 2018 ACE Summit! Enjoy complimentary food and drink after you stop by the Registration Desk and take advantage of the opportunity to say hello to old friends, make new connections, and prepare for an outstanding Summit.

5:30 pm – 6:30 pm  First-time Attendee Orientation Session  
Chastain Room, 6th Floor

New to the ACE Summit? Join other first-time attendees at this informative session. Learn insider tips on how to make the most of your time at the ACE Summit, including the Business Exchange and the Reverse Expo. Don’t miss this opportunity to have your questions answered as you prepare to take advantage of all the ACE Summit has to offer.

Monday, February 19th

7:00 am – 7:30 pm  Registration  
The Overlook, 6th Floor

8:00 am – 10:30 am  Product Showcase Breakfasts  
Piedmont Rooms, 12th Floor

10:00 am – 11:15 am  Sales Development Workshop: Attainia, Inc. – Managing Relationships Through the Digital Channel  
Augusta CD, 7th Floor

Moderator: Robert Chafin, Senior Director, Client Relations, Healthcare Business Media

Presenters: Tiffany Lok, Director of Demand Generation, Attainia, Inc. and David Newton, Director of Operations, Attainia, Inc.

While consumer purchasing has evolved into an Amazon Prime world, capital equipment planning has moved from the pen and pencil to dedicated software. Gain important insights into the how and when planners specify capital equipment and how to grow these relationships through the digital channel.

10:00 am – 11:15 am  Facilities Planning Summit – Vizient, Inc.  
Augusta EF, 7th Floor

Moderator: Josh Morita, Senior Director, Business Development, Healthcare Business Media

Presenter: Charles Messamore, Consulting Director, Vizient, Inc.

As budget constraints have continued to increase, and hospital designs have moved in the direction of standardization, greater flexibility, adaptable patient rooms and furniture to better adapt to the ever changing needs in healthcare delivery, it is now more than ever, imperative to have the right teams in place to deliver projects on time and within budget with improved delivery strategies and methods.

With a focus on performance improvement, Vizient is continually challenging our traditional approaches and evolving how we do business to strategically strengthen our abilities and experiences to enhance our delivery of service to our clients and improve the overall cost and delivery of healthcare. Key to this success are our strategic sourcing partnerships and alignment with healthcare design and construction organizations.

This session will provide insight into the needs/trends of our healthcare members, upcoming projects, and opportunities to better position your organization for success on healthcare projects.

Learning Objectives:
Discuss opportunities to improve sourcing relationships and provide the most value.
Discuss the relationship between construction/facilities and the supply chain.
Examine techniques to exploit the most value from construction and facilities spend.
Review keys to success to become a valued partner.

11:00 am – 12:45 pm

**Lunch N Learns** -- Invitation Only. Registration Required. See Summit Registration to register and for more information.

Lunch N Learns are in-depth educational forums offering an opportunity for discussion of current issues impacting the ACE industry. These sessions provide the chance for honest and open dialogue about strategies, problem-solving and informed decision making in the changing atmosphere of healthcare architecture, construction, capital equipment and design.

Led by industry leaders, these provider-only sessions are designed to be interactive and provide access to experts from a variety of backgrounds and experiences. Each session will afford ample opportunity for open dialogue with the presenting companies. Session content begins at approximately 11:15 am with lunch served beginning at 11:00 am.

- **Attainia, Inc.**
  - Re-envisioning the Capital Equipment Supply Chain

- **Catalyst Health Care**
  - Utilizing Comprehensive and Cost-efficient Solutions and Building Intelligence to Optimize Operational Functionality and Capital Investments

- **Skytron**
  - Improving Surgical Outcomes Through Design and Analysis

11:00 am – 12:45 pm

**Focus Groups** – Invitation only. Registration required. See Summit Registration to register and for more information.

Focus Groups offer providers a small-group research setting in which to share observations and insights on issues having the greatest impact in the areas of architecture, capital equipment and engineering. Host companies welcome your opinion on industry trends, business priorities and other facets of architecture, capital equipment and construction. Session content begins at approximately 11:15 am with lunch served beginning at 11:00 am.

- **Belimed**
  - Voice of Customer

- **Gordian**
  - Accelerated Construction Procurement for Healthcare

11:30 am – 12:45 pm

**Sales Development Workshop: Ron Blank and Associates – Getting Specified**

*Augusta CD, 7th Floor*

**Moderator:** Landon Boone, Chief Operating Officer, Ron Blank & Associates

**Presenter:** Craig Haney, President, IntroSpec

Construction product manufacturers know there are a number of factors that affect product purchasing decisions. This session will provide valuable insights on how to get the sale. Gain a better understanding of the factors that affect product purchases. You’ll leave this session with new insights on finding leads, reaching the right person and making your product indispensable.

11:30 am – 12:45 pm

**Facilities Planning Summit – Premier, Inc.**

*Augusta EF, 7th Floor*

**Moderator:** Josh Morita, Senior Director, Business Development, Healthcare Business Media

**Presenters:** Scott Jennings, Director, Sales, Capital and Construction Services, Premier, Inc. and James Venker, AIA, Senior Director; Facilities, Construction & Environmental Services, Premier, Inc.

The times have never been more difficult for healthcare providers to meet their respective capital demands. Nor has the demand been greater for the supply chain to step-up their game and bring creative solutions to the marketplace. The solutions demand an understanding of just how capital projects and their dynamic processes work within complex project teams which are made up of architects, interior designers, clinical equipment planners, engineers, program managers, construction managers, the subcontract marketplace and procurement & transition management resources. Whether it’s with annual renewal and replacement projects & capital equipment or with major multi-year construction projects, now is the time to look explore all options available.

We will discuss the many avenues for savings opportunities and collaboration with the utilization of the Premier Contracted Suppliers in your capital needs:
• Construction materials and equipment
• Clinical equipment,
• Furniture & Food Service
• IT / Telecommunications
• Equipment planning, procurement & transition planning and support

Premier has a full array of choices to help get the most of your capital budget. We'll discuss engagement strategies for members and suppliers alike.

1:00 pm – 2:15 pm

**Build Track: Super trends: Forces Shaping New World Approach to Planning**

* Augusta AB, 7th Floor

**Moderator:** Ric Goodhue, Equipment Planner & Capital Coordinator, CaroMont Health

**Presenters:** Donald G. Bellefeuille, Senior Associate/Healthcare Strategist, NBBJ and Michael Pukszta, Global Healthcare Practice Leader, Cannon Design

There are many forces shaping this new world of modern healthcare. Learn about the Supertrends that are causing dynamic shifts in the nature of care and how, when and by whom it is provided. Several powerful and overarching themes being driven by a new generation of patients and providers will be explored. This session will detail how a strategic analysis of these Supertrends offers a framework that will help you guide long-term capital decision making and understand the impact on capital investments. Evaluate the role that physical environment plays in accommodating the needs and desires of future generations of patients and providers.

The rapidly advancing fields of digital health and machine intelligence are enabling an increase in virtual care. What impact will this have on services provided in traditional facilities? Will we see the rise of digital health facilities that monitor and treat patients who are wearing an array of sensors providing diagnostic data? How will homes and communities adapt to take advantage of these new technologies? The forces driving this change will be examined, as well as the current and future state of digital health and machine intelligence. Discussion will include an analysis of how these developments will alter our notion of what healthcare is and what it will be in the future.

**Learning Objectives:**

1. Outline the megatrends impacting capital investments.
2. Identify successful strategies for adapting facilities to meet increased patient expectations.
3. Explain the importance of the physical environment in the delivery of care.
4. Analyze the physical and virtual scenarios that might be available to the healthcare providers of the future.

1:00 pm – 2:15 pm

**Design Track: Facility Design Regulations and Designing for Disaster**

* Augusta 1 & 2, 7th Floor

**Moderator:** Jill Pearsall, Vice President, Facilities Planning & Development and Real Estate Services, Texas Children’s Hospital

**Presenters:** Adam Gill, Associate, Duane Morris, LLP and Mark Ripple, FAIA, LEED AP BD+C, Principal/Director of Operations, Eskew+Dumez+Ripple

When a new project is under consideration, designers must take into account federal regulations and technical requirements. They must know exactly what their client’s needs are and what the budget for the project will be. Different levels of disaster protection and the resulting design implications must also be considered.

Before a designer leaves the first meeting with a new healthcare client, it is critically important to learn certain information about the size, scope, and budget of the project. On the other side of the table, the owner/operator also must consider certain questions and concerns early in the design process. In this session, the presenter will discuss best practices when working through the early phases of the design process in order to avoid disputes and design/regulatory stumbling blocks later on. Learn strategies that can help avoid contract and payment issues before the project begins in order to streamline the process for all involved.

Another issue that must be considered when designing a new facility is the potential for disaster. Recent news headlines of man-made and natural disasters have made the potential for experiencing disasters all too real and one of the top priorities of hospitals when planning for the future. This presentation will serve as a case study of the VA Hospital and New Orleans East Hospital renovation and addition that served to restore healthcare to an area of New Orleans 10 years after Hurricane Katrina. We will discuss the then-current climate of a city-wide recovery effort, the
limitations the design team faced in a post-storm environment, and lessons learned for rebuilding a resilient and sustainable hospital campus.

Learning Objectives:
1. Review the federal and state requirements for different types of healthcare facilities.
2. Recognize the challenges that hospitals and designers face when undertaking a construction project.
3. Specify the design factors to consider when planning for man-made or natural disasters.
4. Formulate action plans based on lessons learned from actual hospital evacuations, campus relocations, and disaster situations.

1:00 pm – 2:15 pm  
**Equip Track: The Changing Nature of Equipment Planning**  
*Augusta EF, 7th Floor*

**Moderator:** Jerry McKinney, Senior VP Material Management/CPO, Quorum Health

**Presenters:** Gloria A. Cascarino, Senior Associate & Director of Medical Equipment Planning, Francis Cauffman and Larry Creech, Senior VP of Perioperative and Emergency Services, RWJ Barnabas Health

Equippping a healthcare facility can easily account for 25 - 30% of the overall project costs. Managing the equipment planning process is critical. Equipment procurement management, product handling, delivery, installation, and relocation planning are vital components of each new project. Hospital executives must make effective equipment planning decisions, a challenge in any environment, but especially so for large IDNs with complex infrastructures.

Gloria Cascarino will offer creative, flexible and “future thinking” solutions for equipment planners, design professionals and healthcare providers with proven examples of technology and equipment. Attendees will learn the Capital Planning challenges presented by the different types of Outpatient Care Centers, with particular attention to equipment required for Diagnostics (Imaging and Lab), Ambulatory Surgery and Urgent Care. New technology solutions that address issues of budget and space limitations, the need for flexibility, and improved patient throughput will also be explored.

Then examine the changing nature of equipment planning relationships in large IDNs. As the number of large IDNs has grown, so have the complexities of managing communication among the increased number of stakeholders in these networks. Divergent cultures and conflicting organizational priorities can cloud the mutual forecast for high-quality outcomes. Discussion will include methods of aligning goals and strategies resulting in long-term and mutually beneficial partnerships.

Learning Objectives:
1. Describe the factors changing the nature of healthcare equipment planning.
2. Specify the challenges outpatient care centers present for equipment planners.
3. Demonstrate understanding of equipment planning processes in IDNs.
4. Outline tactics to integrate perspectives from multiple stakeholders to achieve successful outcomes.

1:00 pm – 2:15 pm  
**Fund Track: Evidence-based Capital Planning Processes**  
*Augusta 2 & 3, 7th Floor*

**Moderator:** John Sdanowich, Director, Capital Sourcing, The Johns Hopkins Health System & Nobilant

**Presenters:** Georgia Cochrane, Manager, Supply Chain Contracting, Fairview Health Services and Michelle Ostrander, PhD, Product Manager, Medical Technology Directory, TractManager (Hayes, Inc.)

Timely and collaborative capital planning is key for health system leaders and boards of directors to make necessary and often difficult capital resource acquisition and allocation choices. The American healthcare landscape has undergone enormous change in the last several years, and many systems are rethinking their capital planning process. One constant is the growing focus on value-based care. Hospitals and health systems are under tremendous pressure to improve patient care with an eye toward cost-efficiency. Making a decision to invest in the newest health technology or capital equipment in this environment is challenging, given the need to ensure better patient and financial outcomes. Evidence-based decision-making provides critical insights into whether a health technology has proven benefit, for which patient population, and how the new technology compares with existing and competing alternatives.

Reinventing the capital planning process requires an in-depth examination of a number of factors that affect the organization’s capital resources. This session will compare and contrast the importance of prioritizing all capital spending decisions, taking into consideration both short-term needs and longer-term strategic objectives. Hear about methods of determining the right amount of investment in capital projects to support growth and effective delivery of
Learning Objectives:
1. Identify the components of a strategic capital planning process.
2. Outline the challenges facing healthcare leaders in the capital planning process.
3. Define the steps necessary to ensure a capital project is objectively evaluated and monitored.
4. Describe methods of improving the capital equipment acquisition process.

Maintain Track: Improving the Patient Experience Through Facilities Maintenance Programs  
Augusta GH, 7th Floor

Moderator: Brian Stepien, Senior Director, Clinical Operations, Ohio Health

Presenters: Jon Utech, Senior Director, Office for a Healthy Environment, Cleveland Clinic and John Wood, Senior Facilities Operations Consultant/Senior Associate, Mazzetti+GBA

Studies have shown that the environment of care affects outcomes and has an impact on factors such as patient and employee satisfaction, health outcomes and overall health care quality. This research has led to an increase in the use of "evidence-based design" in hospitals and healthcare facilities across the country. Improving the appearance, the environment and the safe, efficient operation of your medical facility requires careful, long-term planning but is well worth the effort. To help your organization anticipate, prioritize, and budget for repair and replacement of essential building components and for improved spaces for patients and employees, it is vital to develop a planned “CAPITAL” maintenance program that prioritizes needs and supports capital budget planning.

As a result of budget constraints over recent years, facilities managers are realizing the effects of deferred maintenance in both the reliable function of systems and the appearance/condition of the facility. Competition for capital dollars against the request for new services, spaces, and technology is fierce. Asking for emergency funding for repair/replacement when equipment fails is always more expensive and the impact of unplanned downtime can be significant on hospital operations as well as question the credibility of the facilities department. Developing a "planned" program can have great influence on others to not only understand the financial investment necessary to maintain an appropriate healthcare environment but also demonstrates a facility department’s planning and organizational skills.

The planned program should also include opportunities to improve patient experience, clinical outcomes, research, and education. Part two of this session will detail how Cleveland Clinic addressed the intrinsic link between a person’s health and their environment. In this sense, environment includes the air one breathes and the water they drink, their behaviors, including exercise and nutrition, and their values, including their choice of health care system. When it came time to build a new home for Functional Medicine, Cleveland Clinic used the WELL Building Standard to tie these elements together. Completed in late 2016, Mark Hyman, MD and his team are seeing outpatients at the new Cleveland Clinic Center for Functional Medicine located on the Main Campus. The space is planned with windows with beautiful views, ready access to natural settings, fitness opportunities, and healthy foods, all of which are included in new standards defining healthy environments. The water and air quality will meet the highest standards and the space will feature Cleveland Clinic’s aesthetic standard that emphasizes beauty and contemplative spaces.

Learning Objectives:
1. Outline design strategies and processes that will improve patient experience.
2. Define methods to represent and prioritize your organization’s facility needs in an objective, risk-based plan.
3. Recognize the challenges that are inherent in maintaining and improving healthcare facilities.
4. Demonstrate knowledge of the components of the WELL Building Standard.
Moderator: Maria Hames, Partner, HealthCare Links

Panelists: Andrew Hunt, Construction Capital Program Director, University of Chicago Hospitals & Health System; Dan Pompa, Senior Sourcing Manager, Trinity Health; and Scott Vinson, President, Mitchell Planning Associates

As the delivery of healthcare evolves, so too do the issues impacting capital equipment planning, purchase, and maintenance. Capital equipment expenditures comprise an estimated 30-50% of the total cost of the average healthcare building project. Knowledge of the best methods to effectively evaluate capital equipment purchases and practical negotiation strategies are integral to ensuring maximum ROI.

Gain new insights as the panelists discuss the issues having the most impact on capital equipment in healthcare in 2018. Discussion will include strategies they have successfully implemented in their organizations to support project budget compliance, improve efficiency, and facilitate patient and employee satisfaction. Best practices on budgeting for capital equipment purchases and logistics management for the lifecycle of capital equipment will also be shared.

Learning Objectives:
1. Identify capital equipment processes that address the needs of today’s healthcare facilities.
2. Analyze the impact of capital planning strategies in healthcare construction.
3. Describe the challenges that must be overcome when making capital equipment purchases.

2:15 pm – 2:30 pm Break

2:30 pm – 3:45 pm Build Track: Taking Design to Operation
Augusta AB, 7th Floor

Moderator: Norma Norris, President, Chesapeake Healthcare Planning, LLC

Presenters: Jacob D’Albora, Associate VP, Director of BIM-FM Services, McVeigh & Mangum Engineering, Inc. and Bernie Sublette, CHC, Project Executive, Project Development – Healthcare, AECOM Hunt

When planning a new healthcare facility, a number of entities must work together to find the most efficient and effective designs, building plans, and methods for the specific needs of the organization and their patients. Technology is constantly changing building design and construction in numerous ways.

Part 1 of this session will explore the concept of design-assist and how to properly implement the design-assist contracting process on your next project. Attention will be given to what a design-assist project looks like, the benefit derived from early involvement of key trade subcontractors through the Lean technique of design-assist contracting, and how to determine if this method is best for your organization’s needs using examples of past projects.

Then hear from an experienced project engineer who will examine the widespread use of BIM both during the design process and in daily operations as well. In this session, learn how to extract the data from these workflows to execute a more efficient facility and building operation. The presentation will walk through what owners should require and how to implement them into their daily operations. Discussion will include methods of identifying the value of BIM after handover, using BIM strategies as a key piece of standardization, and an analysis of language of thought and metadata in BIM.

Learning Objectives:
1. Analyze the forces that drive the complex interactions of workflow in a construction project.
2. Outline the components of the Design-assist method of project management.
3. Define the steps necessary to determine if Design-assist is right for a particular project.
4. Identify three BIM strategies that could benefit your organization.

2:30 pm – 3:45 pm Design Track: Designing with the Patient in Mind
Augusta 1 & 2, 7th Floor

Moderator: Timothy Martin, Manager, Contracting/Supplier Diversity, CHRISTUS Health

Presenters: Travis Cowie, Associate Principal, HKS, Inc.; Mindy Goodroe, Vice President, Medical Planner, HKS, Inc.; and Thomas A. Smith, CHPA, CPP, President, Healthcare Security Consultants, Inc.

For innovative healthcare organizations, the paradigm of the patient experience is evolving. Healthcare design must incorporate the operational, business, and efficiency goals of each institution, but the end-goal is to encourage
healing for the patient. The healthcare patient of 2018 expects to receive care in facilities that are new or updated, comfortable, and inviting. The design process is critically important in creating spaces that make the patient experience better and less stressful from first impressions to the follow-up survey. In addition, healthcare facilities must address the growing number of security risks, including the unique challenges associated with vulnerable patient populations.

In this session, we will highlight innovative and new approaches to designing spaces that encourage healing and promote comfort for patients. Additionally, we will discuss approaches to understanding how to improve the patient experience—from facilitating work sessions to evidence-based design, to post-occupancy evaluations. Learn how design can positively or negatively influence the patient’s healing, comfort, stress level, and experience. Discussion will include approaches to facilitating patient-focused visioning work sessions to incorporate the patient’s needs into the design process.

Design must also include a comprehensive security plan that ensures a safe and secure environment for employees, patients, and visitors. The potential for violent incidents, crime, cyber-attacks, terrorism, and other emergencies is increasing, and the response to and mitigation of such incidents are significant concerns for all healthcare organizations. It is vital to address these concerns in the design of new or renovated facilities. Designers must implement and integrate security elements that ensure the delivery of patient care services in a reasonably safe and secure environment. Methods of meeting the challenge of providing cost-effective integration of security applications in architectural, engineering, and environmental design will be discussed.

Learning Objectives:
1. Explore the ways that design can affect patient experience.
2. Compare approaches to design that incorporate the needs of the patient.
3. Investigate best practices available to address security issues in the design process.
4. Discover opportunities to limit the potential for security disruptions in healthcare facilities.

2:30 pm – 3:45 pm

Equip Track: Developing Equipment Acquisition Strategies and Planning Checklists

Augusta EF, 7th Floor

Moderator: John Sdanowich, Director, Capital Sourcing, Johns Hopkins Health System & Nobilant

Presenter: Patricia Van Holt, Director, Equipment Planning and Procurement, Advocate Health Care and John Meirhofer, NCAL Principal Medical Equipment Planner, Kaiser Permanente Clinical Technology

US hospitals operate in a competitive market, and must be able to offer services using the latest technology and equipment. Efficient equipment acquisition practices not only lead to savings in procurement costs, they also facilitate processes during the utilization phase, especially in the maintenance of equipment. Forward-thinking managers are increasingly using a number of creative financing opportunities— including leasing and renting—in the acquisition of equipment in order to reach strategic goals based on the benefit derived from diagnosis/treatment advances, as well as operational/clinical efficiencies.

In today’s financial and tax environment, many of the factors that once favored one type of financing over another have disappeared, but what remains are the purchase price and financing terms, whether or not the transaction is called a lease or a purchase. It’s important to evaluate a potential purchase, with a break-even analysis, a payback analysis, and a net-present-value analysis. Knowing the short and the long-term financial implications of the investment is critical. Secondary issues may include tax advantages and other concurrent acquisitions. This session will explore these and other considerations to take into account when creating your organization’s equipment acquisition strategy.

Detailed equipment planning checklists are also vital in the successful completion of a hospital renovation or new construction project. Comprehensive, integrated, and systematic medical equipment planning and procurement checklists decrease the potential for human error and ensure that architects, contractors, and the client have clear, detailed, and productive communications throughout the construction process. The presenter will share best practices for creating and utilizing equipment planning checklists in order to keep the project on time and budget.

Learning Objectives:
1. Outline the projections for equipment acquisition at your organization based on trends, budget considerations and changing patient populations.
2. Describe methods of determining whether to lease or buy equipment based on patient need and budget constraints.
3. Identify three techniques for evaluating a potential equipment purchase and its potential impact on patient care.
4. Detail the importance of using equipment planning checklists before, during, and after the acquisition in order to eliminate problems and increase patient and employee satisfaction.

2:30 pm – 3:45 pm  
**Fund Track:** Creating Value Through the Capital Budget Process  
*Augusta 2 & 3, 7th Floor*

**Moderator:** John Brownrigg, Director, Pre-Construction Services, FX Facility Group  
**Presenter:** B. Alan Whitson, RPA, President, Corporate Realty, Design & Management Institute

For many, the capital budgeting process is nothing more than a wish list. However, if done thoughtfully and with rigor it can create enduring value and save time and money over the short-term and long-term. This session will reveal the means and methods of how to get the money you need.

**Learning Objectives:**
1. Is your capital budget too small, too big, or just right?  
2. Learn that not spending money is not the same as saving money.  
3. Define the financial assumption so all capital funding requests are evaluated equally.  
4. Hear how to rank and select capital projects within the constraints of available capital funds.

2:30 pm – 3:45 pm  
**Maintain Track:** Future-proofing Your Capital Equipment Maintenance Programs  
*Augusta GH, 7th Floor*

**Moderator:** Wade Byerly, Principal, MERC  
**Presenters:** Samantha Jacques, Director, Clinical Engineering, Penn State Health System and Calvin Sproul, Network Manager, Wireless Technologies, Johns Hopkins Enterprise

The management of medical devices and equipment has taken on a new level of complexity in recent years, due in part to the increased sophistication and specialization of equipment, integration with electronic networks, dependence on outsourcing for specialized maintenance and repair, and ever-increasing requirements for compliance, safety, reliability, and accuracy. A capital equipment maintenance program provides for the early detection of problems and is designed to increase the useful life of buildings, technology, and equipment; ensure the safety of patients and personnel; prevent costly emergency repairs; and prevent inconvenience and expense due to unscheduled down time.

This session will review the creation, setup, and ongoing assessment of an equipment maintenance program. Discussion will include factors to consider when determining who should complete the maintenance, how to identify roles and responsibilities for support, tools to document those roles and responsibilities, and ways to measure and monitor your program. Understand options for ongoing maintenance of capital equipment and considerations when assessing whether to insource or outsource maintenance. The presenter will also review Support Plans, RACI diagrams, Service Level Agreements, Vendor Management Assessment Tools, and ways to measure and monitor your program.

Future-proofing connected devices requires building robust security mechanisms into connected medical devices and equipment. Tracking inventory of what you have is pivotal for successful management. Learn how to evaluate connected medical devices so that they can still be used in the future, even when technology changes, as well as how to set up an RFP process and evaluation guidelines. It is also important to enlist stakeholders to participate and weigh in on what attributes are essential. Other methods of monitoring and maintaining network-connected devices will also be covered.

**Learning Objectives:**
1. Outline the strategic benefits of an organized capital equipment maintenance plan.  
2. List the components to consider when determining whether to insource or outsource equipment maintenance.  
3. Discuss the unique challenges that maintenance of connected devices presents.  

2:30 pm – 3:45 pm  
**Supply Track:** Panel: Issues Impacting Design & Construction  
*Augusta CD, 7th Floor*

**Moderator:** Mike Reid, Director of Contracting, Intalere, Inc.
Panelists: Patrick Casey, Executive Director, Office of Planning, Design and Construction, University of Mississippi Medical Center; Dan Killebrew, Associate Principal, Page; and Barbara Wagner, Senior Vice President, Clark Construction

The PwC Health Research Institute’s annual report labeled 2017 as “a year of uncertainty and opportunity”. 2018 is certain to be the same. Patient-centered care, evidence-based design, lean process improvement, sustainability, and uncertainty about changes in the ACA are all changing the healthcare building industry paradigm. Stakeholders are looking for innovations that will allow them to build and renovate structures in less time and for lower costs.

In this session, panelists will discuss what is changing in healthcare construction and how you can adapt your organization’s strategies to be better prepared for these changes. Learn about the challenges impacting design and construction that are changing the way Architects, Designers, Equipment Planners, Builders, and other stakeholders work. Discussion will also include methods of collaboration with professionals involved in healthcare design and construction that can facilitate better communication, build partnerships, and increase efficiencies for the construction of safe and healthy buildings.

Learning Objectives:
1. Identify capital equipment processes that address the needs of today’s healthcare facilities and their changing patient population.
2. Analyze the impact of capital planning strategies in healthcare construction, building design, and patient experience.
3. Describe the challenges that must be overcome when making capital equipment purchases in order to provide capital equipment that is cost effective while meeting the needs of the patient.

3:45 pm – 4:00 pm
Break

4:00 pm – 5:15 pm
Build Track: Innovative Construction Contracting
Augusta AB, 7th Floor

Moderator: Kyle Skeldon, VP Business Development, GWS Healthcare

Presenters: John Davanzo, Consultant, Blue Jay Consulting; John Farnen, Vice President, Mercy; and Mike Stapf, Vice President of Design, McCarthy Building Companies, Inc.

Innovative construction contracting incorporates new techniques to supplement traditional low-bid, design-bid-build contracting. Innovative contracting can decrease project delivery time, reduce construction time, improve safety, incorporate innovation, and lower costs. One such innovation is the need to “future-proof” facilities, as functional changes often take place faster than projects can be completed. During the lifecycle of a facility, or after the completion of construction or renovations, clinicians are often left to “deal with” a design intent which may no longer match their current needs.

An innovative construction contract gives owners, managers, and users the tools to change and manage their environments as needed after they occupy the new space. Safety, innovation, and flexibility to respond to changing needs are essential. The presenter will discuss formats that provide opportunities to reduce both construction costs and long-term maintenance and operating expenses. Key issues of repetitive, unnecessary, and avoidable financial losses for healthcare facilities will be reviewed. Understand how to develop, design, and provide life-cycle cost reduction solutions that incorporate modular space and flexible equipment management system into the basis of design.

Part two of this session will focus on the progression of the design and construction delivery at Mercy Hospital over the span of several projects. Ranked one of the top five largest U.S. health systems by Truven in 2017, Mercy serves millions annually across Arkansas, Kansas, Missouri, and Oklahoma. Embarking on several significant building projects in recent years including new additions, renovations and stand-alone hospitals, the system’s goal was to continually improve the delivery of healthcare design and construction services. Hear about the evolution of healthcare delivery progressing from a siloed approach, to what has become an enhanced integrated team that capitalizes on each other’s strengths.

Learning Objectives:
1. Understand the need to “future-proof” the design of healthcare facilities.
2. List methods of innovative constructing contract solutions that can improve spaces, increase patient/staff safety and lower costs.
3. Compare different delivery methods that result in a more integrated project delivery model.
4. Discuss opportunities to build partnership and create transparency, leading to smoother processes in building design, construction and the delivery of healthcare for patients.

4:00 pm – 5:15 pm  

**Design Track: Revitalizing Patient Care**  
*Augusta 1 & 2, 7th Floor*  

**Moderator:** Jill Pearsall, Vice President, Facilities Planning & Development and Real Estate Services, Texas Children’s Hospital  

**Presenters:** Mandy Hansen, Director/Facilities Planning, Design, and Construction, Seattle Children’s Hospital; Leslie Saunders, Vice President, Healthcare Market Sector Leader, LEO A DALY and Joshua A. Theodore, Vice President, Global Health, LEO A DALY  

As the healthcare industry shifts from centralized to decentralized care, many hospital systems now adopt a hub-and-spoke model to bring outpatient care to communities by offering clinics in addition to acute care at a main hospital campus. Some clinics have adapted buildings of other typologies, such as retail. These new medical facilities revitalize retail cores while offering state-of-the-art care located near existing public transportation, highways, sidewalks, parking, and urban utilities. While the adaptive reuse model has the potential to bring outpatient services to a convenient location for patients and families, the model has its own set of unique challenges and risks.

A prime example of this approach is Seattle Children’s South Sound Clinic, a 40,000 SF outpatient clinic adapted from a former Circuit City store that houses a range of services including urgent care, outpatient care, occupational and physical therapy, and other specialty departments. During this presentation, audience members will hear from the client and architects, who will share details of how they worked successfully through planning, design development, and construction to produce of a state-of-the-art healthcare facility located in a transit-oriented, suburban retail development.

The move to outpatient care is a direct result of the trend in designing to meet the patient’s needs. As health systems look to expand their range of services, outpatient care has come to the forefront. Increased technology advances allow for more procedures to be done in an outpatient setting than ever before, and patients prefer the convenience and the chance to avoid staying overnight in the hospital. Hear how the push to improve and increase outpatient care is fueling increases in innovations in care methods. The challenges that lie ahead will also be addressed, including lower rates of admission to acute care facilities, continuing need for follow-up care for outpatients, and the need for new payment models.

**Learning Objectives:**  
1. Discuss the trends revitalizing the nature of patient care.  
2. Explain the process of adapting a big-box retail space into a modern healthcare clinic that provides maximum benefits for patients, staff and the community.  
3. Describe the importance of using Lean strategies in the design phase to offer patient-centered care to a community.  
4. Outline the challenges healthcare administrators face in providing outstanding care for each patient as the move to outpatient care grows.

4:00 pm – 5:15 pm  

**Equip Track: Successful Blueprints for Equipping New Facilities**  
*Augusta EF, 7th Floor*  

**Moderator:** Jerry McKinney, Senior VP Material Management/CPO, Quorum Health  

**Presenters:** Irene Bickell, CLGB, LEED Green Associate, Vice President, Healthcare Technologies Group, CallistonRTKL and Brad Pace, RN, BSN, Medical Equipment Planner, Mill Creek  

Healthcare construction spending is on the rise and was projected to nearly double in 2017. The Dodge Construction Outlook predicted that this growth will continue in 2018. The trend of health systems expanding their presence into smaller communities, with both acute and non-acute facilities, for the convenience of customers is growing. In addition, construction of urgent care, rehabilitation, and ambulatory surgery centers that are tailored to meet the changing needs of patients and local communities is on the rise. The planning, design, and construction of a new facility, or renovation of existing space, is both exciting and daunting, all at the same time. Countless hours and every available resource are used to help ensure all details surrounding planning and building of the facility are completed correctly, on time, and on budget.

BUT...all of that work only gets you a wonderful new building. What about all the rest?? There are many articles published in healthcare and design literature regarding the successes of different types of construction philosophies in the 21st century (expedited construction schedules, Design Build, etc.) Less published, but just as important, are
the successes of the many companies now seasoned to the challenges of implementing the REST of your project such as: Who is buying the equipment and when? When do you need to purchase the “big” stuff? Who decides what equipment you get? Who is coordinating the correct installation of all this? How do you set up your new unit? Who is in charge of preparing everyone for the first patient? How will your work flow change? Who will train you? Who is going to train your staff? How do you ensure you don’t miss any key details? And sometimes...how do you even START planning for this? These are just a few of the DOZENS of questions you must ask (and answer), and EARLY in the project cycle.

Understanding there are so many pieces to manage when outfitting and activating a new building, we also know that surprises and unforeseen disruptions will happen in every project, which can not only frustrate a project team, but can cause painful and often expensive delays in opening your facility. In order to coordinate the sometimes thousands of details that surround equipment planning, procurement, receiving and installation, the extensive training of staff that will bring the new facility alive, managing regulatory and compliance tasks, ensuring all new systems are in working order, stocking the new units, and even giving tours of the new space, you must have a proven roadmap to help you succeed. The sheer volume of extra work that comes along with a new project of any significant size has the high probability to overwhelm staff who already have a full time job managing the day-to-day operations of an existing facility. To further complicate things, the construction of a new facility is many times a once-in-a-career event for some healthcare professionals who honestly just don’t have the experience of knowing what to expect. Digesting all of this may easily cause you additional stress, but be assured there are many different types of teams available to help! In this session, 2 speakers will guide you through some key lessons learned to help you avoid common mistakes when planning, designing, constructing, and outfitting your new facility, positioning yourself for a well-deserved, successful project.

**Learning Objectives:**

1. Identify the tasks involved in the activation of a new healthcare facility and formulate strategies for organizing those tasks in order to provide better service for patients and less stress for staff.
2. Outline the role that transition planners play in the construction process and their impact on building design.
3. Distinguish the key purchasing requirements for capital equipment in new construction and best practices to lower cost and provide the best equipment for patient needs.
4. Describe three ways to mitigate risk for your organization and your patients through careful planning.

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**Fund Track: Funding New Healthcare Opportunities**  
*Augusta 2 & 3, 7th Floor*

**Moderator:** Frank Cirillo, Vice President, Business Strategy, Acury, Inc.

**Presenters:** Whitney Courser, Vice President, Nuehealth; Roger Herritz, PE, LEED AP, EDAC, Senior Vice President, National Healthcare Practice Lead, Jones Lang Lasalle; and Jonathan Jasina, Vice President, Project and Development Services, Jones Lang Lasalle

Healthcare delivery is complex and evolving rapidly. Transformative ideas and strategies are vital if providers are to continue to improve quality of care and provide better outcomes in the future, but funding pressures are always an issue. The shortage of doctors and nurses, coupled with increased demand and expectation from patients, technological advances that push up costs, changes in reimbursements, an aging population, and the increase in chronic diseases, all provide obstacles to new healthcare opportunities. Healthcare leaders must explore options for expansion and acquisition carefully as they plan for the future. Many systems are also turning to alternative approaches to funding and organization in order to positively impact the future of care. Proper allocation of capital is necessary to achieve an organization’s strategic goals. Objective prioritization is essential for assessing the best use of capital, including identifying “value” to the organization.

One option on the rise is the opportunity for a joint venture partnership between physicians and surgical facilities. When forming a partnership to joint venture a surgical facility such as an ambulatory surgery center or surgical hospital, there are many key elements to consider. What are the legislative restrictions on the development and ownership of physicians in an ASC or Hospital? Should the partnership include an equity partner and/or management company? Should the venture include a health system partner and at what equity level? What considerations should be given to the structure of the governing board to accommodate the different classes of owners? These questions and more will be answered during this presentation. A case study of a unique partnership that includes physicians, two health systems, and a management company will also be explored.

In the second part of this session, learn how to use objective-based capital planning to achieve strategic goals and objectives. The presenters will delve into important considerations, including the importance of realistically presenting and examining all risks, opportunities, and eventualities. Discussion will include methods of ensuring that
your organization can ensure that it has adequate re-capitalization to extend the life of existing facilities, as well as plan for future new construction.

Learning Objectives:
1. Outline the considerations and key elements of a joint venture with Physicians on surgical facilities.
2. Analyze legislative restrictions on the development and ownership of physicians in an ASC or Hospital.
3. Describe best practices for effectively prioritizing capital planning in order to meet the needs of the organization and the consumer.
4. Detail the challenges organizations face when securing capital funding for new projects in order to expand and improve services.

4:00 pm – 5:15 pm

Maintain Track: Facility Sourcing Practices and Joint Commission Update
Augusta GH, 7th Floor

Moderator: Kyle Green, CEO, Healthcare Asset Network

Presenters: John Brownrigg, Director, Pre-Construction Services, FX Facility Group and Larry Rubin, Life Safety Code Surveyor, The Joint Commission

The redefinition of healthcare continues. Changes in population health and reimbursements and the move from acute care settings to outpatient care, home health, and “virtual” care are just a few of the factors that have diversified the portfolio of care offered by most healthcare systems. As a result, the number and type of facilities have increased. A system’s locations are often spread out over a large geographical area. Buying services and equipment for these facilities is a challenge, with competing influences, tight budgets, multiple decision makers, and the insource vs. outsource debate. Changing compliance standards must also be met, as facilities seek to maintain best practices to meet Joint Commission requirements, in order to provide the best possible care for every patient.

This session will provide insight on facility sourcing opportunities in light of these realities. We will examine common obstacles and provide solutions to impact your organization. Examples from other industries that can offer an understanding of best practices will be shared. Hear how to take a holistic approach to buying, the importance of proper execution and clear communication, and the value of transparency and decisiveness. Changing responsibilities means changing processes, which can sometimes meet with resistance, but proper execution leads to lower costs and higher quality.

There are more than 20,500 healthcare organizations and programs accredited or certified by The Joint Commission in the United States. Healthcare providers are cognizant of the need to remain vigilant to meet the evolving compliance requirements in order to maintain Joint Commission accreditation. Larry Rubin will provide an update on the changes in standards that were made in 2017 and highlight some of the new standards for 2018. Gain insight into the key benefits of Joint Commission accreditation and methods to continue to improve your organization’s performance.

Learning Objectives:
1. Outline the impact that improved sourcing processes can have on construction, resulting in safer buildings of higher quality.
2. Formulate opportunities to improve sourcing practices for multiple facilities while also improving the construction of secure and safe environments.
3. List recent and imminent changes in Joint Commission standards that affect your staff and your patients.
4. Streamline your organization’s preparation for the Joint Commission accreditation process.

4:00 pm – 5:15 pm

Supply Track: Panel: Creative Strategies for Navigating the GPO Landscape
Augusta CD, 7th Floor

Moderator: Dennis Daar, Managing Partner, Medical Strategies International

Panelists: Carrie Bell, Executive Director of Capital and Medical Technology, ROi; Christine Dickinson, Senior Consulting Director, Vizient, Inc.; Mike Reid, Director of Contracting, Intalere; and James T. Venker, AIA, Senior Director; Facilities, Construction & Environmental Services, Premier, Inc.

This panel of GPO executives will share how innovative and collaborative methods have worked for them to streamline operations, improve outcomes and increase the bottom line. Panelists will discuss how the changing business of healthcare has resulted in new methods for meeting financial and clinical goals for independent, community-based healthcare organizations all the way up to large, integrated systems.
Learning Objectives:

1. Identify collaboration and consolidation opportunities for suppliers and systems.
2. Analyze trends resulting from mergers and acquisitions.
3. Discuss the key challenges facing healthcare provider decision makers.
4. Discover strategies that will make the marketplace shake-up beneficial for your business.

5:30 pm – 8:00 pm Evening Business Exchange
America’s Mart, 6th Floor

Enjoy food and drinks as you wrap up an insightful day of educational opportunities with this unique networking program. The Evening Business Exchange features architects, equipment planners, and contractors hosting healthcare executives, GPO executives and healthcare suppliers.

Tuesday, February 20th

7:00 am – 5:30 pm Registration
The Overlook, 6th Floor

7:00 am – 8:00 am Breakfast
Augusta Ballroom, 7th Floor

8:00 am – 9:15 am Leadership Keynote
Peachtree Ballroom, 8th Floor

Brett Culp
Filmmaker and Cinematographer

The central theme of the ACE Summit is to bring healthcare leaders out of silos and collaborate to improve healthcare delivery. It’s tough. Brett Culp has reframed leadership as an art form that brings to the forefront collaborative leadership leading to greater impact. Brett will share his journey to becoming a leading filmmaker and cinematographer by bringing diverse groups together.

9:15 am – 9:30 am Break

9:30 am – 10:45 am ACE Summit Thought Leadership Panel
Peachtree Ballroom, 8th Floor

Kathleen Kinslow
CEO, Aria-Jefferson Health;
Executive Vice President and
Chief Integration Officer,
Jefferson Health

Lance Mendiola
VP, Facilities Management and Construction
CHRISTUS Health

Laureen Tanner
President and CEO
Ranken Jordan Pediatric Hospital

The ACE Summit welcomes three prominent healthcare executives, including Kathleen Kinslow, CEO, Aria-Jefferson Health and EVP & Chief Integration Officer at Jefferson Health; Lance Mendiola, Vice President, Facilities Management and Construction at CHRISTUS Health; and Laureen Tanner, President and CEO of Ranken Jordan Pediatric Hospital to the ACE Summit Thought Leadership Panel. They will address the trends they see on the horizon, the challenges facing healthcare delivery, and the process improvements necessary to meet those challenges. You won’t want to miss the opportunity to hear these leaders share best practices for inspiring innovation.

10:45 am – 11:00 am Break
11:00 am – 12:00 pm  
**Inspirational Keynote**  
*Peachtree Ballroom, 8th Floor*

*Hassan A. Tetteh, MD*  
Surgeon, Author, Veteran

Dr. Hassan Tetteh is a Board-Certified heart and lung transplant surgeon, life and death expert, and bestselling author. He was recently named a "Hero of Medicine" by Savoy Magazine and listed as one of the "2017 Top Influential Black Doctors". Dr. Tetteh inspires through story and teaches 'The Art of Human Care'. Many of these stories are inspired by his challenging deployment to Helmand Province, Afghanistan, where he and the II Marine Expeditionary Forces medical team endured austere conditions to perform life-saving surgery in support of Operation Enduring Freedom. During his Keynote you’ll gain the antidote for burnout in healthcare, a new perspective on what it means to heal, and a passion to make healthcare great again.

12:00 pm – 2:00 pm  
**Lunch**  
*Augusta Ballroom, 7th Floor*

It’s time to relax and enjoy lunch with colleagues and new connections as you recharge and prepare for the Reverse Expo.

1:30 pm – 2:00 pm  
**Provider and Sponsor-Only Access to Reverse Expo**  
*America’s Mart, 6th Floor*

2:00 pm – 5:30 pm  
**Reverse Expo – All-Attendee Access**  
*America’s Mart, 6th Floor*

7:00 pm – 9:00 pm  
**ACE Summit Farm-to-Table Reception**  
*Peachtree Ballroom, 8th Floor*

Wind up a productive day of relationship building at the ACE Summit Reception. Enjoy a selection of local, farm-to-table food favorites and some of the best local craft beers.

**Wednesday, February 21st**

7:00 am – 10:00 am  
**Registration**  
*The Overlook, 6th Floor*

7:30 am – 9:00 am  
**Breakfast**  
*Peachtree C, 8th Floor*

Launch your day with a full breakfast while networking with the many ACE attendees you met this week.

8:30 am – 11:30 am  
**Professional Development Workshop – Leveraging the Power of Personality to Influence Others**  
*Peachtree D, 8th Floor*

Influence directly impacts the ability to effectively lead others, promote products and close deals, gain buy-in and alignment, and much more. But, when it comes to influencing others, it’s not about you; it’s about them. Influencing relies on understanding the personality style of the person you are wanting to impact and modifying your tone, delivery style and language choices to make an impact.

At the conclusion of this workshop, participants will be able to:

1. Recognize when they are in ‘autopilot communications mode’
2. Explain the four primary personality styles of individuals
3. Assess their own communications style, and
4. Identify ways to modify their communication style to better influence others