Materials Management for ASCs
Virtual Course | June 5-6, 2023

Sponsorship Opportunities

Session Sponsor: $4,000 per session; 1 sponsor per session

Benefits:

- 30-90 second commercial played at the beginning of selected session(s).
- Attendee Report: Name, Title, Organization, Email Address, City/State, Primary Function, # of ORs and Procedure Rooms, Specialties Served, Areas of Interest (Products/Services & Companies).
- Up to 8 complimentary registrations (access to CEUs may require an additional fee).

Education Schedule

Monday, June 5, 2023

12:00pm-1:00pm
Session Title: Overview of the Materials Manager’s Roles & Responsibilities
Speaker: Kevin Rau, BSOL, Regional Supply Chain Officer, Community Health Systems
Session Description: Responsible for sourcing products and services, purchasing goods, receiving products, stocking and inventory management, materials managers play a key role in managing an organization’s operating expenses. Get an overview of how a good materials manager impacts an ASC’s operations. Then, explore time management for a full-time versus part-time position, professional growth, and industry opportunities.

1:15pm-2:15pm
Session Title: Build on a Sustainable Foundation to Ensure Your Materials Management Operations Thrive
Speaker: Jean Skora, Director Supply Chain, NeuHealth, LLC
Session Description: Do you overnight, borrow and even beg for supplies on a regular basis? Do you have an underlying sense of panic because you might have missed something and feel like you are in a constant state of reaction rather than control? Or, are you just looking for some tools to polish an already thriving supply chain program? The operational processes this session will cover can help you establish or enhance a sustainable foundation for an operationally successful materials management program.

2:30pm-3:30pm
Session Title: Sourcing’s Role in Materials Management
Speaker: Kevin Rau, BSOL, Regional Supply Chain Officer, Community Health Systems
Session Description: Effective management of the expenses you incur purchasing supplies and services for your surgery center begins with sourcing. Look at best practices for sourcing everything from commodities to physician preference implants and find out how to uncover and maximize the value Group Purchasing Organizations (GPO) provide. Also spend time discussing local and group agreements, including when and how to get the best value, and look at the pros and cons of various types of contracts. End this session with a real-world discussion of negotiations and ways of leveraging your strengths.

All Times are Listed in Eastern Standard Time

Please reach to Chris Schriever or Alex Yewdell for more information.
Tuesday, June 6, 2023

12:00pm-1:00pm
Session Title: Supply Expense Management
Speaker: Brooke Simmons, Regional Director of Materials Management- North Central Surgical Center, Baylor Scott & White Surgical Hospital at Sherman, Baylor Scott & White Medical Center at Uptown, United Surgical Partners, Inc. (USPI)
Session Description: Learn about high-level and hands-on approaches to effectively managing supply costs at an ASC. Begin by reviewing processes, including managing physician preferences, introducing new products, managing inventory, best practices in ordering and how to navigate risks. Then, look at managing supply costs in ways that allow an ASC to create comprehensive financial reports, properly budget and track case costs. The overarching goal is to operate proactively, not reactively.

1:15pm-2:15pm
Session Title: The Evolving Role of the ASC Materials Manager
Speaker: Robert Mayhew, BS, MHA, CMRP, Director of Supply Chain, Revo Health
Session Description: Discuss the evolving role of materials managers within ASCs and how materials managers can prepare for greater demands and expectations as the market continues to evolve. Also explore how a materials manager can take a leadership role within an ASC and using a strategic approach in working with vendors and representatives, physicians, and ASC staff. Pro-tips on time management, communication, and continued personal and professional development will be provided.

2:30pm-3:30pm
Session Title: Materials Management and Its Influence on the Financial Success of the ASC
Speaker: W. Konner Weddige, Business Analyst, Covenant High Plains Surgery Center, LLC
Speaker: Cristina Bentin, President, Coding Compliance Management, LLC
Session Description: Materials managers are essential to both the clinical and financial success of the ASC. Explore the critical impact materials management has on the ASC’s financial health. During the first part of this session, learn about the necessity for understanding supply and implant reimbursement, including contracts, carveouts, coding, credible sources, and teamwork. In the second part, explore the balance sheet, income statement, key ratios, case costing, return on investment and more.