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UNIVERSITY CONFERENCE

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Physician Collaboration Is Key to Successful Medical Device Sourcing

Moderator: Ann LaFemina

Panelists: Steve Gremillion, M.D., Mark Pinto, M.D. & Jimmy Yancey

Disclosures / Potential Conflicts of Interest

- Mark Pinto, M.D., has a vested interest in or an affiliation with Arthrex and the Swedged suture
- The moderator and other two panelists have no conflicts of interest to disclose

Note: This program may contain the mention of suppliers, brands, products, services or drugs presented in a case study or comparative format using evidence-based research. Such examples are intended for educational and informational purposes and should not be perceived as an endorsement of any particular supplier, brand, product, service or drug.

Learning Objectives

At the end of this session, participants should be able to:

1. Identify best practices for engaging clinicians in contracting for physician preference items
2. Discuss strategies for the prevention of savings erosion throughout the lifecycle of a contract
3. Describe the importance of analyzing integrated clinical and financial data to actively manage medical device spend

Moderator & Panelists



Ann LaFemina
Senior Director of
Custom Contracts at HealthTrust



Steve Gremillion, M.D.
EVP/CMO at FMOLHS &
HealthTrust Physician Advisor



Mark Pinto, M.D.
Orthopedic Surgeon &
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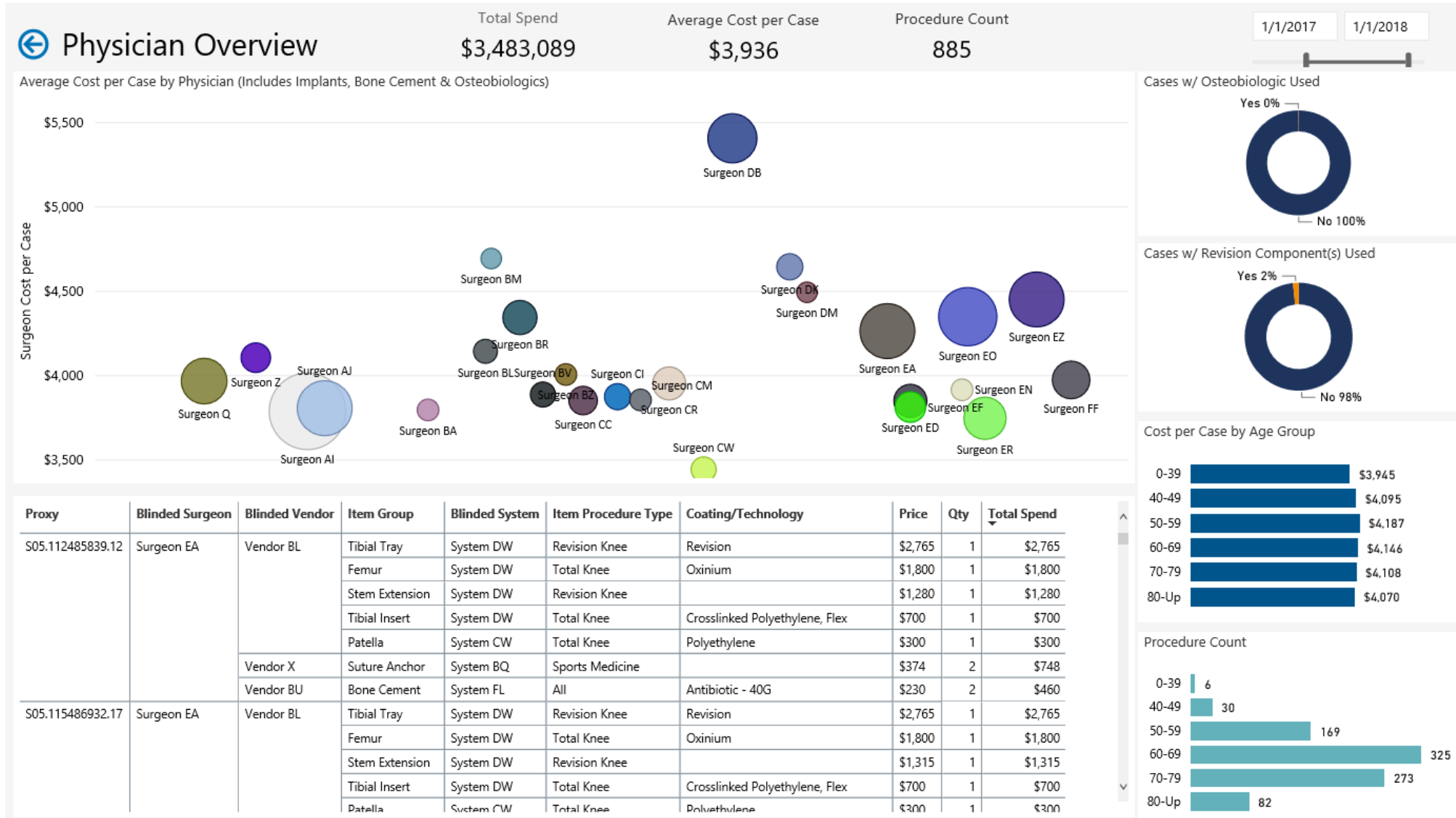


Audience Poll Question: #1 of 2

Does your health system have a formal process for engaging physicians in clinically-sensitive contracting decisions?

- a. No, our supply chain team determines the contracting strategy
- b. Yes, we have physician/supply chain councils that meet regularly
- c. We take an ad-hoc approach depending on the initiative

Peer-to-Peer Comparison Is a Powerful Driver of Change



Audience Poll Question: #2 of 2

Do you regularly share medical device cost and quality data with your physicians?

- a. No
- b. Yes – blinded
- c. Yes – not blinded

Thank you...

Ann LaFemina

Steve Gremillion, M.D.

Mark Pinto, M.D.

Jimmy Yancey

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