Healthcare Purchasing under Accountable Care Incentives: How Will Provider Groups Define Value?

June 25, 2013

Washington Marriott Wardman Park, Washington, D.C.- Madison Room

New financial pressures facing hospitals and health systems will cause them to focus on supply costs with increased scrutiny of high-cost medical devices, equipment and pharmaceutical therapies. Health care providers are rapidly establishing new arrangements like accountable care organizations (ACOs) and health care bundles that will make them responsible for caring for defined patient populations with predetermined budgets. It is presently unknown whether ACOs and other forms of cost pressures will fundamentally alter the way that health care systems make purchasing decisions. This meeting will examine emerging strategies that provider groups are developing to manage supply costs, the establishment of new relationships with biopharmaceutical and device manufacturers, and the potential impacts of these new activities on delivery and product innovation.

8:00 a.m. Breakfast

8:30 a.m. Welcome and Introduction

Stuart Altman, PhD, Professor of National Health Policy, Brandeis University

8:45 a.m. Healthcare Supply Chain Management: Opportunities and Challenges

Presenter: Scott Caldwell, CEO, The Resource Group LLC, Ascension Health Alliance

9:45 a.m. Medical Device Evaluation and Purchasing under Future Health Spending Pressures

Moderator: Rob Mechanic, Executive Director, Health Industry Forum, Brandeis University
Panelists: Lawrence H. Cohn, MD, Physician Director of Medical Device Technology, Partners Healthcare
Jim Olsen, SVP Materials Resource Management, Carolinas Healthcare System
Shamiram Feinglass, MD, MPH, former VP for Global Medical Affairs and Regulatory Policy, Zimmer Inc.
Parashar Patel, VP Global Health Economics and Reimbursement, Boston Scientific

11:00 a.m. Break

11:30 a.m. Establishing Medical Policies for Drugs and Biologics: What Will ACOs Do Differently and How Will Manufacturers Respond?

Moderator: Robert Dubois, Chief Science Officer, National Pharmaceutical Council
Panelists: Sharon Levine, MD, Director and Senior Advisor for Public Policy, Pharmacy, and Professional Development, Permanente Medical Group
Christine Solberg Strahl, PharmD, Specialty Pharmacy Program Manager, HealthPartners
Greg Smith, Senior Director and Head, US Health Economics and Outcomes Research, Pfizer Oncology
Erik Johnson, Senior VP, Avalere Health
12:45 p.m.   Lunch

1:00 p.m.   Implication of ACOs and Health Care Reform on Medical Product Innovation

Moderator:  Stuart Altman, PhD, Professor of National Health Policy, Brandeis University
Panelists:  David Nexon, Senior Executive Vice President, Advanced Medical Technology Association ("AdvaMed")
           Lawton R. Burns, PhD, MBA, Chair of the Health Care Management Department, The Wharton School, University of Pennsylvania
           Mahesh Krishnan, MD MPH, VP Clinical Research, DaVita Inc.

2:00 p.m.   Meeting adjourns