



Professional Development Meeting (PDM)

When: August 18, 2010 5:30pm – 8:00pm

Where: Country Inn & Suites Carlson
5975 Lusk Blvd. San Diego, CA 92121

Cost: APICS/NAPM Members: \$27
Non Members: \$37
FREE for APICS Student Members

Title: **Are Healthcare Industry Cost Reductions Possible?**

Speaker: Mark Fogel, C.P.M.,
Contract Analyst-Category Manager
Scripps Health Supply Chain Management

In every industry, cost reductions are always a huge challenge in any economy, let alone the in healthcare. Changes like Healthcare Reform make it even more acutely problematic for companies directly or indirectly involved in the Healthcare industry.

If cost reductions in the healthcare industry are possible, how are they identified, realized and sustained?

Great challenges always create great opportunities with exponential risk/reward outcomes. Professionals committed to selfless attitudes of continual operational improvement within their companies will eagerly embrace these challenges and utilize the tools to address them.

This presentation will illustrate how we are addressing these challenges at Scripps Health and how they apply to your industry.

Key Points of the Presentation/Discussion:

- What are the cost reduction challenges faced in healthcare?
- What are the solutions needed to achieve cost reductions in healthcare?
- How are the results sustained?
- What initiatives are underway at Scripps to reduce healthcare costs?

Who should attend?

Professionals in all areas and levels of the clinical and operational activities of the organization will benefit from this presentation.

The Speaker:

Mark Fogel is a C.P.M. (Lifetime) with over 33 years of SCM experience in various high technology industries (Life Sciences-Pharmaceuticals, Computer, Electrical, Gas Turbine).

Since 2004 he has served as a Contract Analyst-Category Manager for Scripps Health, a Not-For-Profit Integrated Delivery Network (IDN) of 5 hospitals (1,350 Beds), 40 Clinics, 2,600 Affiliated Physicians and 13,000 employees, with annual revenues of \$2B.

He is responsible for Supplier Agreement and Business Relationship Management in the categories of Cardiac Rhythm Management, Cardiac Catheter Lab, Imaging, Interventional Radiology (IR), Nuclear Medicine, Vascular Access and Clinical-Hospital Lab, comprising \$100M of annual spend. He also was previously responsible for MedSurg/Respiratory.

He is a member of the Scripps Health Product Assessment Team (PAT) in those categories, and serves as the Co-Chair of the Cardiac Catheter Lab PAT and Imaging-IR-NucMed PAT. He is also a member of the MedAssets (GPO) Materials Management Advisory Committee.

He previously served on the NAPM-SD Board of Directors as Vice President (2005-2006) and Director, Life Science-Liaison to BIOCUM (2003-2005); and was recently (May/2010) the recipient of the 2009 Scripps Health Values-In-Action Award in recognition of excellence in ethics, professionalism and leadership.

He is a "Scripps baby" (born at Scripps Mercy-San Diego) and has lived here most of his life.

To Register for this meeting, please visit: WWW.APICS-SD.ORG

**For further information, please contact:
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